

Tuesday March 21 1978
No 60,262
Price fifteen pence

THE TIMES

How new pensions
scheme works:
Pat Healy, page 10

Israelis prepared to accept ceasefire and UN peace force

Israel would be happy to agree to a ceasefire in southern Lebanon if anyone came forward with detailed suggestions, Mr Ezer Weizman, the Minister of Defence, said last night. His remark came at the end of a day in which the Israelis claimed control of all Lebanon south of the Litani river, with the exception of the area around Tyre. It was indicated that Israel would accept the proposed United Nations force.

Palestinians holding out in Tyre

From Michael Knipe
Jerusalem, March 20
Fighting continued between Israeli and Palestinian forces in southern Lebanon today, in spite of the United Nations Security Council call for the immediate withdrawal of Israeli troops and the establishment of a United Nations peace-keeping force in the area.

However, Mr Ezer Weizman, the Israeli Minister of Defence, said this evening that if anyone came forward with detailed suggestions for a ceasefire, Israel would be happy to agree. During the day, Israeli forces attacked Palestinian positions at Tyre, the port through which the Palestinians obtain many of their supplies, using tanks and artillery fire and bombardment from naval vessels.

Apart from the area around Tyre, Israel says that it now controls all Lebanon south of the Litani River. From positions north of the river the Palestinians again fired rockets at Israel's northernmost settlements.

After a Cabinet meeting today to discuss the Security Council resolution, Mr Weizman received a visit from General Ensi Silasvuo, the Finn, who commands the United Nations forces in the Middle East.

Although there is widespread scepticism here over how effective a United Nations peace-keeping force would be, Israeli officials indicated that it could be assumed the Government would comply with the United Nations resolution, but only if an Israeli withdrawal is linked to the setting up of an effective deterrent force against future Palestinian attacks on Israel.

Asked if he thought that a United Nations force would prove effective, Mr Weizman said that depended on how it was directed and deployed, and what its aims were. Israel's position, he said, was to see that south Lebanon would not be used again as a base for destruction.

When asked whether there might be an overlap between Israeli and United Nations forces in the area, he said that Israel did not want a vacuum that might draw in destructive forces. Israel wanted the area to be controlled eventually by the Lebanese Government, and if United Nations forces could help in that they were welcome to do so.

Referring to the military activities, Mr Weizman said it was out of consideration for the civilian population that Israeli forces had refrained from capturing Tyre.

General Mordechai Gur, Israel's Chief of Staff, said Israel now controlled the eastern part of the area of southern Lebanon known as south Fatahland. Palestinian forces no longer came from there. It was now coming mainly from Nabatiya, three miles north of the Litani river.

Israel's dead from the fighting now numbered 18. It was known that 250 Palestinian fighters had died, and the figure might be around 400. Israel had taken about 200 prisoners. He declined to estimate civilian casualties.

It had been decided to leave a bridge route from Tyre open so that the civilian population would not feel trapped, he said.

The first stage of implementing the United Nations resolution is seen here to be the lack of United Nations personnel to observe the ending of fighting, which Israel says must precede its withdrawal.

Mr Weizman and General Gur both said that there had been a decline in the level of fighting compared with last week.

The Israeli Government is not disguising its annoyance at the speed with which the United States acted in the Security Council before the arrival in New York today of Mr Begin, the Prime Minister, who has his own plan for resolving the southern Lebanon issue which he wished to put to President Carter.

Newspaper editorials here have been unanimous in condemning the idea of the peace-keeping force. The force is expected to become a "one-way barrier" that will fail to stop Palestinian attacks, but will prevent Israeli reprisals.

Tel Aviv: A small United Nations peace-keeping force might move into southern Lebanon tomorrow, according to General Silasvuo.

Speaking to Israeli television today after talks with Mr Weizman, the Defence Minister, he said that a "Symbolic United Nations force" would establish a post in southern Lebanon "perhaps tomorrow".

General Silasvuo noted that Israel had not said when it would withdraw its troops, adding that he planned to visit Beirut for talks with senior Lebanese officials—Agence France Presse.

Other Middle East reports, page 6



New life peers: On the top left: Sir Peter Rawlinson with Sir Christopher Soames below. Top row (left to right): Sir Arthur Cockfield, Mr Aubrey Buxton, Mr David Gifford Evans, Mr Thomas Taylor. Middle row (left to right): Mr William Setton, Mr Derek Page, Mr John Leonard, Mr Cyril Plant. Bottom row (left to right): Mr Victor Mischon, Mr Jeremy Hutchinson, Mr John Hatch, Mr Alexander Donnet, Mr William Howie.

List of 16 new peers announced

By Michael Hatfield
Political Reporter
Speculation that Sir Peter Rawlinson, QC, might be appointed Lord Chancellor by Mrs Margaret Thatcher in a Conservative government was reinforced yesterday when Sir Peter figured in a list of 16 new life peers.

Sir Christopher Soames, a former vice-president of the European Commission, has also accepted a life peerage. It means that he has abandoned his ambitions to return to the Commons since his heart operation.

If Sir Peter did become Lord Chancellor he would be the first

Roman Catholic to hold the office since Nicholas Heath, Archbishop of York, in the reign of Queen Mary, from 1556 to 1558.

Doubts over whether a Roman Catholic could become a Lord Chancellor were removed when Lord Hailsham of St Marylebone successfully introduced a private member's Bill in June, 1974, entitled the Lord Chancellor (Tenure of Office and Discharge of Ecclesiastical Functions) Act.

The list of life peerages is the first since autumn, 1976. The full list is:

Mrs Nora Davis, a member of Cambridge University Council.

Mr Aubrey Buxton, director of Anglia Television and an adviser to the Conservative Party on broadcasting.

Sir Arthur Cockfield, a former chairman of the Price Commission and adviser to the Conservatives on taxation policy.

Mr Alexander Donnet, Scottish regional secretary of the National

Union of General and Municipal Workers and national chairman 1970-74.

Mr David Gifford Evans, president of the Liberal Party and member of Merseyside County Council.

Mr John Hatch, lecturer and former head of the Labour Party Commonwealth Department.

Mr William Howie, a civil engineer and Labour MP for Lumo 1963-70.

Mr Jeremy Hutchinson, QC, a former Recorder of Bath and a member of the Committee on Immigration Appeals.

Mr John Leonard, a former chairman of South Glamorgan County Council.

Mr Victor Mischon, solicitor, a former London councillor and member of the Board of Deputies of British Jews and the National Theatre Board.

Mr Derek Page, Labour MP for Epsom and Ewell since 1974; a former Recorder of Epsom and Ewell since 1974.

Mr Thomas Taylor, member of the North West Region Economic Planning Council.

By-elections: The election of Sir Peter Rawlinson to the peerage will mean a by-election at Epsom and Ewell, where the Conservative majority in October, 1974, was 16,230.

The Speaker issued his writ yesterday for the Glasgow, Carradine, by-election, which is to be held on April 13, two days after the Budget.

General election: Mr W. W. Small (Lab) (dec'd) 19,737; Mr K. Bovey (Con) 12,111; Mr J. Corbett (C) 5,004; Mr M. R. Kirby (L) 1,915. Lab majority, 7,526.

Truemid's ex-chief promises not to publish

By Donald Macintyre
Labour Reporter
Truemid, an organization formed three years ago to fight left-wing extremism in trade unions, faces a crisis over allegations of unfair constructive dismissal by its former chairman, Mr Sydney Davies. He said yesterday to give an undertaking not to publish material about the movement until his case is heard by an industrial tribunal, reopening in April 15. The undertaking came after the threat of legal proceedings by Truemid for the recovery of documents in Mr Davies's keeping, which include copies of correspondence between the organization and companies that supported it.

At the opening of the tribunal hearing counsel for Mr Davies said the evidence would cover the whole history of Truemid from its formation to July, 1977. Mr Davies, a former factory convenor of the Amalgamated Union of Engineering Workers, resigned from Truemid last summer.

Claims about Truemid, known in full as the Movement for True Industrial Democracy, have added to the charged atmosphere of left-right conflict in two big unions that are holding key elections.

The organization was set up to return "control of the trade unions to the hands of responsible officials elected by an informed membership." The intention, which has not been fulfilled, was to establish eight regional offices, with a district organization based on the equivalent of 100 medium-size companies. It was to be a self-supporting organization through donations from members and employers.

A Truemid prospectus circulated last year says that among the movement's goals is the election of responsible officials at all levels in unions, including encouraging suitable candidates to stand for election, preparing the candidates, and preparation of election leaflets, distribution of leaflets, and canvassing.

Although it has been partly

Continued on page 2, col 2

Only 300 remain out of 60,000 inhabitants Ghost city waits for invaders

From Robert Fisk
Tyre, March 20
As the Israeli advance into Lebanon continues, there are perhaps 200 or 300 civilians still in Tyre, a city which once contained 60,000 people.

They were sitting outside their homes for some of the afternoon, listening to the fire outside the city and presumably trying to reconcile themselves to the probability that they may soon live under Israeli control.

But the streets are largely abandoned, a ghost city of fly-blown rubbish heaps and hanging doors, as empty as the ruins of Alexander the Great's old city which still stand along the shore.

The Palestinians round Tyre—and there were few enough of them—were preparing to go out. They were more friendly than yesterday when a kind of panic had seized some of them.

When three Palestinians asked for a lift north in our car, they did so courteously, sitting a little uneasily on our back seats with their grenades, rifles and rockets and making solicitous enquiries about our health.

The narrow strip of land up from the Tyre peninsula was still outside Israeli control when I left this evening. The roads were disintegrated and the sound of shells exploding in the hills to the east sometimes sounded very near. But the villages were empty, the orchards hanging with unpicker bananas and oranges.

The Litani river bridge was under fire and there were about 30 shell holes in the road when we crossed back to the north. The bridge was still in one piece although continued shelling may soon break it down.

North of the Litani, however, the Palestinians are still in strength. We came across them beside the road, in the fields and in trucks towing anti-aircraft guns. The guerrillas, their weapons carried openly, were in the city of Sidon in front of Syrian troops.

The Syrians themselves are clearly preparing for a possible attack. Light anti-aircraft guns manned by steel-helmeted Syrian gunners have been positioned in a field south of Sidon and most of the Syrian troops beside the road to Beirut were wearing battle dress. A number of high-ranking Syrian officers travelled by car into Sidon this morning, although their destination was unknown.

At about the same time, a foreign correspondent came across a convoy of trucks bearing Iraqi registration plates driving towards the Palestinian-held town of Nabatiya above the Litani. He said later that the 24 lorries were covered and escorted by a number of Syrian Armv lorries.

Although no ammunition was visible, it seems certain that the Iraqis were replenishing the Palestinians' armory. Last Thursday, Damascus radio announced that Syria had agreed to allow Iraqi military aid into South Lebanon through Syrian territory.

The Palestinians will certainly need more ammunition because one of their dumps was struck by a missile south of Tyre last night. It began crackling with explosions and then blew up in a display of orange and white pyrotechnics at about 3 a.m. It was still burning today.

Israeli aircraft flew high over Beirut this evening and Syrian anti-aircraft batteries fired at them as black smoke rose from a mountain to the south-east of the city. The Palestine Liberation Organization in Beirut said later that the aircraft had dropped no bombs.

Continued on page 6, col 1

Pope cancels most of his Easter duties

Rome, March 20.—Pope Paul VI, who has influenza and is fighting a persistent fever, has cancelled most of his Easter activities, raising concern for the 80-year-old Pontiff's condition.

It is the first time the Pope has not been able to carry out most of his Holy week activities since his election 15 years ago.

The Vatican announced today that the Pope was being treated with antibiotics and was making progress, but his doctors advised a "prudent abstinence from his heavy commitments for the next days".

The Pope has been spending much of his days in bed recently, according to Vatican sources, and missed Palm Sunday Mass, although he appeared at his window and gave his usual noon blessing.

The Vatican spokesman, Father Romeo Parisoli, said the Pope would miss his weekly general audience on Wednesday and also an outdoor Way of the Cross procession on Good Friday. But he said the Pope may still attend an Easter Sunday Mass at St Peter's Basilica.

Instead of the Wednesday audience, the Pope will go to his window to greet pilgrims gathered in St Peter's Square.

—AP

Election heralds new era in French politics

From Charles Hargrove
Paris, March 20
The left was decisively defeated and the outgoing Government majority stood its ground remarkably well in the French General election in spite of 20 years of the worst and fear of the Conservative Party on broadcasting.

Sir Arthur Cockfield, a former chairman of the Price Commission and adviser to the Conservatives on taxation policy.

Mr Alexander Donnet, Scottish regional secretary of the National

Union of General and Municipal Workers and national chairman 1970-74.

Mr David Gifford Evans, president of the Liberal Party and member of Merseyside County Council.

Mr John Hatch, lecturer and former head of the Labour Party Commonwealth Department.

Mr William Howie, a civil engineer and Labour MP for Lumo 1963-70.

Mr Jeremy Hutchinson, QC, a former Recorder of Bath and a member of the Committee on Immigration Appeals.

Mr John Leonard, a former chairman of South Glamorgan County Council.

Mr Victor Mischon, solicitor, a former London councillor and member of the Board of Deputies of British Jews and the National Theatre Board.

Mr Derek Page, Labour MP for Epsom and Ewell since 1974; a former Recorder of Epsom and Ewell since 1974.

Mr Thomas Taylor, member of the North West Region Economic Planning Council.

By-elections: The election of Sir Peter Rawlinson to the peerage will mean a by-election at Epsom and Ewell, where the Conservative majority in October, 1974, was 16,230.

The Speaker issued his writ yesterday for the Glasgow, Carradine, by-election, which is to be held on April 13, two days after the Budget.

General election: Mr W. W. Small (Lab) (dec'd) 19,737; Mr K. Bovey (Con) 12,111; Mr J. Corbett (C) 5,004; Mr M. R. Kirby (L) 1,915. Lab majority, 7,526.

claims in votes and in seats. But it is no longer as dominant as it was. As one commentator puts it, the Fifth Republic has become truly Giscardian.

In these important respects, therefore, the Parliamentary election heralds the birth of a new era and the start of a far-reaching political reorganization which will, in the short and medium term, alter the balance of power in the Government majority.

The official statistics show that contrary to the claim of M. Francois Mitterrand, the Socialist leader, there is not a right-wing majority in Paris, a point and a left-wing majority in the country.

In the first ballot, the left, including the extreme left, which did not support the common programme, led the outgoing majority by just under 2 per cent of the vote. In the second ballot, the Government majority led the left by less than 1 per cent.

But the French electoral system gives an advantage to rural

Investment switch plan for Leyland profit-makers

Announcing a loss of £51.9m by British Leyland last year, Mr Michael Edwards, group chairman, disclosed that the new corporate plan being studied by the Government contains a major switch of investment funds from the loss-making cars division to the profitable truck and bus and special products subsidiaries. Each will probably get £50m originally earmarked for cars investment. The cars loss of £51.9m effectively cancelled out a trucks profit of £26.6m and a special products profit of £8.4m.

Ever Ready forced to limit price increase

The Government is forcing the Ever Ready battery company to limit its proposed price increase to 2 per cent on a recommendation from the Price Commission. Despite objections from the company, an order was laid before Parliament, the first to be made under the 1977 Price Commission Act. The company had wanted a 7 per cent increase.

Teachers spurn offer

Teachers' pay talks were adjourned last night tonight after the unions had rejected a new 9.8 per cent offer. They reiterated their demand for 12 1/2 per cent, but indicated that they might settle for 10.3 per cent increase.

Children unprotected

Child abuse registers are failing to protect children in many areas, an expert working party report states. Mr David Ennals, Secretary of State for Social Services, promises a new circular of guidance on the form and the use of the registers.

TUC reform: Leaders of some small craft unions may lose their seats on the TUC General Council under reform proposals.

Bonn: Dispute in West German newspaper industry over introduction of new technology is settled.

Lahore: Pakistan's military authorities accept former Bhutto minister after attempt to lead protest demonstration.

The Chartered Surveyors: A 10-page Special Report, the first in an occasional series on the professions.

Home News 2-4
European News 4-5
Overseas News 5-7
Parliament 16
Archaeology 16
Arts 11
Bridge 16

Business 17-23
Court 26
Crossword 27
Diary 14
Engagements 11
Features 10, 12
Law Report 9

Letters 15, 19
Obituary 16
Puzzles 16
Theatre 11
Sale Room 11
Science 16
Snow Report 8

Sport 8, 9
TV & Radio 16
25 Years Ago 16
Theatre, etc 11
Weather 16
Wills 16

Lords reform plan

A Conservative Party committee under Lord Home of the Hirsel has proposed a radical scheme to reform the House of Lords, under which two thirds of its members would be elected by proportional representation. Most of the remaining third would be nominated.

Healey plea to Bonn fails

Despite strong pressure from Mr Denis Healey at a meeting of the EEC finance ministers, West Germany refused to consider further stimulus of its economy before May. It now looks unlikely that agreement on a growth strategy will be reached in time for summit talks in Copenhagen.

Wind change eases fear of oil slick threat to Britain

By Michael Bailly
The threat of oil from the wrecked supertanker Amoco Cadiz reaching England diminished last night as the wind that had helped to spread the slick 20 to 30 miles north-east from the Breton fishing port of Portals towards the Channel Islands and Devon veered towards the north-west.

As the first of nine British ships, led by the frigate Varmouth, arrived to start spraying a 400-mile oil slick was reported around Finistere, with its extremities 54 miles from Guernsey and 75 miles from Devon.

Seven more vessels are being prepared in Plymouth and up to 50 others could be called on if necessary, the Department of Trade said yesterday.

The force eight south-west wind that helped to spread the oil slick towards the Channel Islands is forecast to moderate to force five to six and veer first west then north-west. That would tend to carry the oil back to the French coast.

In Commons yesterday Mr Clifton Davis, Under-Secretary of State, Department of

A very rare barometer in replica

Limited edition of 150
Garrard are proud to announce a limited edition of great historical interest: finely hand-crafted replicas of a Daniel Quare patent standing barometer, dated circa 1700.

Daniel Quare, one of the great horologists of his day, was also a distinguished maker of scientific instruments. In 1695 he was granted a patent for "a portable weather glass or barometer".

The instrument chosen for this edition is a very rare and fine example of his work.

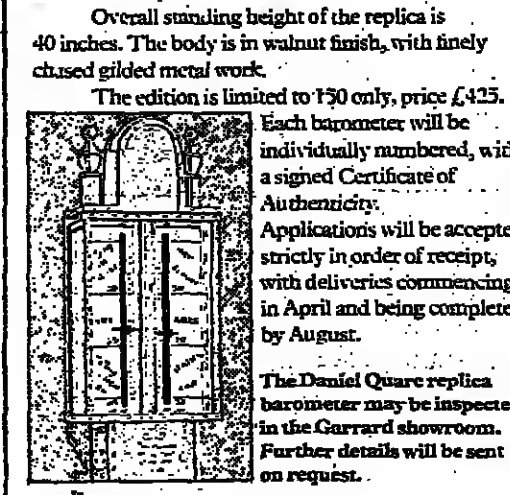
Overall standing height of the replica is 40 inches. The body is in walnut finish, with finely chased gilded metal work.

The edition is limited to 150 only, price £425.

Each barometer will be individually numbered, with a signed Certificate of Authenticity.

Applications will be accepted strictly in order of receipt, with deliveries commencing in April and being completed by August.

The Daniel Quare replica barometer may be inspected in the Garrard showroom. Further details will be sent on request.



GARRARD
The Crown Jewellers

112 REGENT STREET - LONDON W1A 2J
TELEPHONE: 01-734 7020

HOME NEWS

Minister promises new guidance on child abuse registers after criticisms of failures

By Pat Healy

Social Services Correspondent

Child abuse registers have been set up so hastily and haphazardly that they are failing to protect children in many areas, an expert working party report said yesterday. Some have become the "dunhills" of the social workers, doctors and other professionals, it says.

Mr David Ennals, Secretary of State for Social Services, yesterday promised a new circular of guidance on the form and use of registers after discussion and consultation with all interested bodies. The Government's views are expected to be disclosed tomorrow in its response to the report of the Select Committee on Violence in the Family which called last July for more resources to prevent child abuse.

The registers were established after the inquiry into the death of Maria Colwell and were expected to help to improve co-operation between the professionals concerned with child abuse. But the working party, set up by the British Association of Social Workers, found that few registers work properly.

A survey of local authorities in England, Wales and Scotland, covering three fifths of children under 15, found that no two authorities used the same criteria for their registers. In half the registers could be consulted only during office hours, instead of over 24 hours as recommended by the Department of Health and Social Security.

In spite of professional recommendations to the contrary, in 85 per cent of authorities unqualified social workers are supervising children on the at risk registers. Only a fifth

of the authorities have a clear policy on whether parents should be told that a child's name is being placed on the register, and in practice most authorities do not tell parents.

But in areas where well-defined registers operate, supported by more work with the families and children concerned, there has been a significant drop both in the number of re-injuries and in the seriousness of abuse. The association therefore wants nationally defined criteria to ensure that registers are operated in the same way throughout Britain.

"If in the long run, registers do not protect children they should be scrapped," Mr David Ennals, chairman of the working party, said yesterday. "For the time being, if they are to perform a useful function they should be operated rigorously."

The social workers' association and the British Paediatrics Association will be sending a joint discussion paper to Mr Ennals, this week, containing most of the recommendations in the working party report. The BPA does not endorse, however, the BASW recommendations on what should be done to remove children from registers and in what circumstances parents should be told.

They are agreed that each local authority should have a single, central register of child abuse clearly distinct from other lists of children. The registers should be operated by either social service departments (social work departments in Scotland) or local branches of the National Society for the Prevention of Cruelty to Children or its Scottish counterpart.

The two associations also want each local authority to appoint or fund a consultant to manage all aspects of child

abuse work, including the registers. The registers should be available to authorized people from the health, education and social services at all times.

The number of children on registers varies widely between authorities, from two hundred in areas where physical abuse or the suspicion of it is the basic criterion to more than a thousand when all children at risk are included. The working party wants the criteria to include children suffering from severe and persistent neglect or emotional abuse from their parents, in line with the growing recognition that "child abuse" is a much broader phenomenon than "baby battering".

Almost half the registers now operated cover only physical injury, but many of the rest may be so large as to be ineffective. Miss Sally Beer, a member of the working party, suggested yesterday. In some areas registers did not work properly because social workers did not approve of them.

"Most social workers are against registers because they label children and their parents, and substitute bureaucracy for professional judgement," Miss Beer said. "Doctors are also opposed to them for similar reasons."

Until proper criteria for the registers were defined and implemented, it is not clear whether they could help to protect children. The report also calls for research into registers by the Department of Health and Social Security.

Mr Ennals welcomed the report yesterday and called for full discussion of the function and value of child abuse registers.

The Central Child Abuse Register (BASW) at 55, King Street, Birmingham B5 6RD, £1 to members, £1.50 non-members.



Thatcher visit: Mrs Margaret Thatcher visited the Nypro UK chemical plant at Flixborough yesterday which is being rebuilt after the explosion four years ago in which 28 people died. She is seen above with Mr William Patterson, aged 55, a site worker. She was shown equipment that will be used in a new process to make caprolactam, a vital ingredient in the production of nylon. The Flixborough plant will be the only one in Britain making the substance.

Thatcher visit: Mrs Margaret Thatcher visited the Nypro UK chemical plant at Flixborough yesterday which is being rebuilt after the explosion four years ago in which 28 people died. She is seen above with Mr William Patterson, aged 55, a site worker. She was shown equipment that will be used in a new process to make caprolactam, a vital ingredient in the production of nylon. The Flixborough plant will be the only one in Britain making the substance.

Thatcher visit: Mrs Margaret Thatcher visited the Nypro UK chemical plant at Flixborough yesterday which is being rebuilt after the explosion four years ago in which 28 people died. She is seen above with Mr William Patterson, aged 55, a site worker. She was shown equipment that will be used in a new process to make caprolactam, a vital ingredient in the production of nylon. The Flixborough plant will be the only one in Britain making the substance.

Council gets blame for holding girl in a cell

By Ronald Kershaw

A picture of Yorkshire and Humberside and other northern regions as poor relations to Scotland was painted yesterday by Lord Middlebrook, chairman of the Yorkshire and Humberside economic planning council's communications group.

People in his region, he said, had to put up with comparatively lower standards of living in health, education, general environment, while contributing heavily towards the big subsidies given to Scotland.

The effects of the Scotland Bill would accentuate the disparity between the North of England and Scotland. His planning council had urged the Government to publish national percentage levels of government aid for each region and for Scotland and Wales. Too much government aid was going to Scotland and Wales and too little to Yorkshire and Humberside to help to raise standards of living.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

Scots 'better off than northern English'

By Ronald Kershaw

A picture of Yorkshire and Humberside and other northern regions as poor relations to Scotland was painted yesterday by Lord Middlebrook, chairman of the Yorkshire and Humberside economic planning council's communications group.

People in his region, he said, had to put up with comparatively lower standards of living in health, education, general environment, while contributing heavily towards the big subsidies given to Scotland.

The effects of the Scotland Bill would accentuate the disparity between the North of England and Scotland. His planning council had urged the Government to publish national percentage levels of government aid for each region and for Scotland and Wales. Too much government aid was going to Scotland and Wales and too little to Yorkshire and Humberside to help to raise standards of living.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

If personal income was an indication of prosperity, then the Scots were only marginally worse off than the English. The latest figures published by the Central Statistical Office showed that the average weekly earnings for full-time male manual workers were higher in Scotland, at £57.88, than in England, at £56.85.

He added that each Scot received about a quarter more in identifiable public spending than each member of the English population. A greater proportion of people were unemployed in Liverpool for example, than in Glasgow.

"It is the view of many

Englishmen that life is not so very unfair for the Scots as things are."

Just over five million Scotsmen, a population about the same size as that of Yorkshire, have their own Secretary of State, two ministers of state and three under-secretaries. They are recognized in Parliament by a larger number of MPs than each member of the House of Commons.

'Most people want death penalty'

By Edward Taylor

Mr Edward Taylor, shadow Scottish Secretary, yesterday predicted an overwhelming public demand for a referendum on capital punishment if Parliament continues to resist its reintroduction.

He said Parliament would be unable to resist the call without undermining "our whole democratic system". In a speech at Bude, Cornwall, he said there had been a massive and sustained increase in murder since capital punishment was abolished.

"Official figures show that in the 18 years from 1962 to 1980 the average number of murder convictions in Scotland was about three a year," he said.

"Since abolition it has been more than 30 a year. In England an average of about 30 convictions a year has changed to an average of about 90."

"There seems little doubt that the vast majority of the general public are convinced that capital punishment should be restored."

The new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

The controversy was referred yesterday in evidence to the Education, Arts and Home Office subcommittee of the House of Commons Expenditure Committee from the National Association for the Care and Resettlement of Offenders (Nacro).

It argued that some form of more intensive supervision in the community would provide courts with another way of treating offenders now sent to prison.

Controversy arose because

the new order would not have required the offender's consent and would have enabled supervising probation officers to order the temporary detention of an offender.

In brief

Judge apologizes to bank staff

Judge Mark Smith apologized yesterday to staff at the Raynes Park branch of Lloyds Bank for comments he made at a trial at Surbiton Crown Court last week in which he questioned why bank staff had allowed a pensioner to withdraw £6,000.

He said yesterday that if the bank clerks felt hurt "that I apologized to them and if any of them care to visit me here any morning when the court sits I shall be pleased to talk to them about it."

New air service

British Airways' first official jumbo jet flight from Texas to London brought only four passengers at the cut-price fares that involved the airline in a dispute between the British and United States Governments, an airline official said yesterday. But there were 57,000 reservations.

Number plate refusal

Bristol City Council has refused an offer of £2,000 from a dealer for the number plate on the lord mayor's car, saying it is not for sale, even at £100,000. The number, AE1, was the first issued in Bristol in 1903.

Skateboarders towed

Peter Kidd, aged 17, of Leamington, Lancashire, who said to have used his car to tow two skateboarders, was fined £20 by Lytham magistrates yesterday.

Airport man held

The police said yesterday that a man detained at Heathrow airport, London, on Tuesday, is being held under the Prevention of Terrorism Act.

Pay talks adjourned

Pay talks concerning 70,000 polytechnic and college teachers were adjourned until London yesterday until April 10.

Doctors 'moved' after incidents at a hospital

From Our Correspondent Cardiff

Incidents between two registrars at a Cardiff Hospital clinic had resulted in their being sent to separate hospitals to work, Sir Lincoln Hallman, the Cardiff magistrate, was told yesterday.

Dr Anwar Chandra Spivastave, senior registrar in venereology at Cardiff Royal Infirmary, was accused of unlawfully wounding his junior registrar, Dr Faraj Allos, outside the clinic in Moira Place, Cardiff, on January 17. He was also accused of possessing an umbrella as an offensive weapon and of possessing a hockey stick for the same purpose.

Mr John Anthony, for the prosecution, said the prosecution was prepared to withdraw the charges and suggested instead that the matter would be handled by binding over both parties.

Dr Spivastave agreed and was bound over for 12 months in the sum of £100. But Dr Allos refused to be bound over. He said: "I am the injured party and I object to being bound over." He was given until March 30 to decide whether he wished to be legally represented.

'Crisis' in religious education

From Our Own Correspondent

Education ministers were accused yesterday by Mr Norman St John-Stevens, opposition spokesman on education, of myopia over religious education.

He told a conference in Manchester on "Values in education," that answers given by Mr Gordon Oakes, Minister of State for Education, and by Miss Margaret Jackson, under-secretary, during the department, maintaining that there were enough certified teachers of religious education, were based on an inadequate survey.

Mr St John-Stevens maintained that there was a hidden shortage of religious teachers in the early 1970s when there was still a general shortage of teachers, posts for religious education teachers were advertised but many proved impossible to fill. He said: "Eventually the teaching establishment of the school would be made up by filling the vacancy with a teacher from another department."

"When, therefore, the Department of Education and Science asks the head how many unfilled vacancies for religious education he has, he puts down 'none'; that the establishment is full. But the fact is nevertheless that the subject is not being covered by a religious education department or even by a qualified teacher."

He cited figures for the Lancashire education authority, acknowledged as one of the best in the country, where the situation was still disturbing. There was not one religious education specialist for each of the 122 maintained secondary schools.

"The truth is that religious education is in the throes of a major crisis," he said. "In far too many of our primary schools religious education in any recognizable form has disappeared. It has been lost by default, not simply because scripture has been abandoned as being too dry a subject for youngsters, but because so many teachers, lacking the training, find it impossible to include religion in their projects."

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

New body to oversee colleges recommended

By Diana Geddes

Education Correspondent

Establishment of a national body to exercise control over higher education in polytechnics and colleges run by local authorities in England and Wales is proposed in the report, published yesterday, of a government working group.

The group, with Mr Gordon Oakes, Minister of State, Education and Science, as chairman, was set up a year ago. It was instructed to consider measures to improve the system of management and control of higher education in the maintained sector. The members included representatives of local authorities, college management and staffs and the Department of Education and Science.

It is recommending that the new national body should advise government and local authorities on the total amount of money to be devoted each year to local authority higher education establishments (not including the universities), and to decide on its distribution.

The annual cost of public sector higher education in England and Wales is now nearly £400m.

Mr Shirley Williams, Secretary of State for Education and Science, told the Commons yesterday that the Government believed that the proposals were a real advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into operation in the early 1980s.

Under the present system, all local authorities make contributions according to a set formula to a central pool for higher education. Authorities that maintain institutions providing higher education are then entitled to charge to the pool their share of the cost of the advanced courses.

Under the Committee's proposals the system would be modified so that the total spent on higher education would be decided in advance.

Mr Oakes said it was hoped to have all comments in by the end of June. It would then be possible to consider legislation for the next session of Parliament in November. If the Government's decision was in favour of the group's recommendations, the new system could come into

FRENCH ELECTION



faces of defeat and of victory, from left to right: M Francois Mitterrand, the Socialist leader, M Raymond Barre, the Prime Minister, and M Jacques Chirac, the Gaullist leader.

Election failure puts M Mitterrand's future at risk

Victory by the left seemed a sure entry to the promised land. Minimum wages would go up by more than a third, family allowances by 50 per cent, unemployment would be halved by the end of the year, social security would be improved, holidays would be increased and the working week cut, they believed.

For at least four years now these people have looked forward to today in the belief that it would mark the beginning of a new and prosperous age for them.

The reflection of the Government has brought an end to those dreams for the moment at least and means that the

cost of keeping those promises has not to be faced.

Apart from the disappointment of its supporters the left face the fact that they have suffered defeat from the jaws of what seemed certain victory. They have to analyse what went wrong if they are to have any chance in the next election, but the presidential election in 1981.

The failure by the partners of the left to reach agreement on a new common programme last September is the obvious culprit. At the same time it was in essence nothing more than a symptom of a basic weakness in the uncomfortable alliance.

The Communists and the Socialists viewed and continue to view society from a different point of view. Socialists believe in the democratic evolution of change and the Communists in the necessity to impose change.

So it was that the agreement to sign a common programme in 1972 was really nothing more than a marriage of convenience. The brand new Socialist Party believed, rightly, that it would help it to win members. The Communist Party believed, wrongly, that it would help it to win power.

The Communist gamble for a while seemed to be succeeding. In the presidential election of 1971 the left, represented by M

Mitterrand, took 49.19 per cent of the vote compared to 50.81 by President Giscard d'Estaing.

In the local elections of March last year the left took 158 out of the 221 towns with a population of more than 30,000. Outside Paris their share of the vote was 51.3 to 48.7 for the government candidates. Since then even the problems between the partners of the left have failed to disturb the opinion polls putting them ahead.

In the event the polls were wrong, although with 49.29 per cent of the poll compared to 50.49 for the Government, the left can well point to the 89-seat difference between the two sides and claim that

Successful candidates and the percentages they won in poll

Key to parties:	Indre-et-Loire	Nievre	Haute-Savoie
RPR: Rassemblement pour la République (Gaullist)	1 J. Royer (SE) 53.99	1 D. Benoit (PS) 61.20	1 C. Bizeux (UDF) 59.93
UDF: Union pour la démocratie Française (non-Gaullist Giscardians)	2 J. Delanau 62.11	2 J. J. des Etangs (PS) 59.00	2 C. Bizeux (UDF) 59.93
PCF: Parti Communiste Français	3 J. Castagnou (RPR) 50.01	3 F. Mitterrand (PS) 60.20	3 C. Bizeux (UDF) 59.93
CDS: Centre des Démocrates Sociaux (Centrist)	1 G. Cabanel (PR) 50.35	4 N. Segard (Div Maj) 53.26	4 C. Pierrat (PS) 51.68
CNP: Centre National des Indépendants et Paysans (Independents)	2 H. Dubedout (PS) 53.73	5 C. Dhinard (RPR) 53.23	5 G. Braun (RPR) 54.71
MRG: Mouvement des Radicaux de Gauche	3 L. Maisonnat (PC) 55.38	6 A. Derouet (PS) 56.46	6 H. Veuilleux (UDF) 52.36
SE: Sans Etiquette	4 A. Roussel (PC) 55.43	7 A. Laurent (PS) 54.26	7 J. P. Soisson (UDF) 56.31
Rad Pres: Majorité Présidentielle	5 L. Mermaz (PS) 55.47	8 A. Duguet (UDF) 56.21	8 M. Delprat (CM) 56.12
Div Maj: Divers Majorité	6 C. Nucci (PS) 51.74	9 C. Haesebroeck (PS) 50.24	9 J. P. Soisson (UDF) 56.31
	7 M. Cuvill-Bazin (UDF) 51.78	10 A. Denvers (PS) 58.55	10 J. P. Soisson (UDF) 56.31
	8 R. Felt (UDF-PR) 53.30	11 M. Serghier (Div Maj) 56.23	11 J. P. Chevenement (PS) 56.64
	9 G. Barlier (UDF-PR) 50.82	12 E. Roger (PC) 58.23	12 R. Forni (PS) 56.41
	10 J. Dorure (PS) 51.54	13 J. Legendre (RPR) 50.09	13 H. Colombier (UDF-CD) 53.00
	11 L. Ladielle (PS) 55.31	14 G. Durieux (RPR) 49.22	14 L. Fabius (PS) 62.35
	12 L. Ladielle (PS) 55.31	15 G. Durieux (RPR) 49.22	15 L. Fabius (PS) 62.35
	13 L. Ladielle (PS) 55.31	16 G. Durieux (RPR) 49.22	16 L. Fabius (PS) 62.35
	14 L. Ladielle (PS) 55.31	17 G. Durieux (RPR) 49.22	17 L. Fabius (PS) 62.35
	15 L. Ladielle (PS) 55.31	18 G. Durieux (RPR) 49.22	18 L. Fabius (PS) 62.35
	16 L. Ladielle (PS) 55.31	19 G. Durieux (RPR) 49.22	19 L. Fabius (PS) 62.35
	17 L. Ladielle (PS) 55.31	20 G. Durieux (RPR) 49.22	20 L. Fabius (PS) 62.35
	18 L. Ladielle (PS) 55.31	21 G. Durieux (RPR) 49.22	21 L. Fabius (PS) 62.35
	19 L. Ladielle (PS) 55.31	22 G. Durieux (RPR) 49.22	22 L. Fabius (PS) 62.35
	20 L. Ladielle (PS) 55.31	23 G. Durieux (RPR) 49.22	23 L. Fabius (PS) 62.35
	21 L. Ladielle (PS) 55.31	24 G. Durieux (RPR) 49.22	24 L. Fabius (PS) 62.35
	22 L. Ladielle (PS) 55.31	25 G. Durieux (RPR) 49.22	25 L. Fabius (PS) 62.35
	23 L. Ladielle (PS) 55.31	26 G. Durieux (RPR) 49.22	26 L. Fabius (PS) 62.35
	24 L. Ladielle (PS) 55.31	27 G. Durieux (RPR) 49.22	27 L. Fabius (PS) 62.35
	25 L. Ladielle (PS) 55.31	28 G. Durieux (RPR) 49.22	28 L. Fabius (PS) 62.35
	26 L. Ladielle (PS) 55.31	29 G. Durieux (RPR) 49.22	29 L. Fabius (PS) 62.35
	27 L. Ladielle (PS) 55.31	30 G. Durieux (RPR) 49.22	30 L. Fabius (PS) 62.35
	28 L. Ladielle (PS) 55.31	31 G. Durieux (RPR) 49.22	31 L. Fabius (PS) 62.35
	29 L. Ladielle (PS) 55.31	32 G. Durieux (RPR) 49.22	32 L. Fabius (PS) 62.35
	30 L. Ladielle (PS) 55.31	33 G. Durieux (RPR) 49.22	33 L. Fabius (PS) 62.35
	31 L. Ladielle (PS) 55.31	34 G. Durieux (RPR) 49.22	34 L. Fabius (PS) 62.35
	32 L. Ladielle (PS) 55.31	35 G. Durieux (RPR) 49.22	35 L. Fabius (PS) 62.35
	33 L. Ladielle (PS) 55.31	36 G. Durieux (RPR) 49.22	36 L. Fabius (PS) 62.35
	34 L. Ladielle (PS) 55.31	37 G. Durieux (RPR) 49.22	37 L. Fabius (PS) 62.35
	35 L. Ladielle (PS) 55.31	38 G. Durieux (RPR) 49.22	38 L. Fabius (PS) 62.35
	36 L. Ladielle (PS) 55.31	39 G. Durieux (RPR) 49.22	39 L. Fabius (PS) 62.35
	37 L. Ladielle (PS) 55.31	40 G. Durieux (RPR) 49.22	40 L. Fabius (PS) 62.35
	38 L. Ladielle (PS) 55.31	41 G. Durieux (RPR) 49.22	41 L. Fabius (PS) 62.35
	39 L. Ladielle (PS) 55.31	42 G. Durieux (RPR) 49.22	42 L. Fabius (PS) 62.35
	40 L. Ladielle (PS) 55.31	43 G. Durieux (RPR) 49.22	43 L. Fabius (PS) 62.35
	41 L. Ladielle (PS) 55.31	44 G. Durieux (RPR) 49.22	44 L. Fabius (PS) 62.35
	42 L. Ladielle (PS) 55.31	45 G. Durieux (RPR) 49.22	45 L. Fabius (PS) 62.35
	43 L. Ladielle (PS) 55.31	46 G. Durieux (RPR) 49.22	46 L. Fabius (PS) 62.35
	44 L. Ladielle (PS) 55.31	47 G. Durieux (RPR) 49.22	47 L. Fabius (PS) 62.35
	45 L. Ladielle (PS) 55.31	48 G. Durieux (RPR) 49.22	48 L. Fabius (PS) 62.35
	46 L. Ladielle (PS) 55.31	49 G. Durieux (RPR) 49.22	49 L. Fabius (PS) 62.35
	47 L. Ladielle (PS) 55.31	50 G. Durieux (RPR) 49.22	50 L. Fabius (PS) 62.35
	48 L. Ladielle (PS) 55.31	51 G. Durieux (RPR) 49.22	51 L. Fabius (PS) 62.35
	49 L. Ladielle (PS) 55.31	52 G. Durieux (RPR) 49.22	52 L. Fabius (PS) 62.35
	50 L. Ladielle (PS) 55.31	53 G. Durieux (RPR) 49.22	53 L. Fabius (PS) 62.35
	51 L. Ladielle (PS) 55.31	54 G. Durieux (RPR) 49.22	54 L. Fabius (PS) 62.35
	52 L. Ladielle (PS) 55.31	55 G. Durieux (RPR) 49.22	55 L. Fabius (PS) 62.35
	53 L. Ladielle (PS) 55.31	56 G. Durieux (RPR) 49.22	56 L. Fabius (PS) 62.35
	54 L. Ladielle (PS) 55.31	57 G. Durieux (RPR) 49.22	57 L. Fabius (PS) 62.35
	55 L. Ladielle (PS) 55.31	58 G. Durieux (RPR) 49.22	58 L. Fabius (PS) 62.35
	56 L. Ladielle (PS) 55.31	59 G. Durieux (RPR) 49.22	59 L. Fabius (PS) 62.35
	57 L. Ladielle (PS) 55.31	60 G. Durieux (RPR) 49.22	60 L. Fabius (PS) 62.35
	58 L. Ladielle (PS) 55.31	61 G. Durieux (RPR) 49.22	61 L. Fabius (PS) 62.35
	59 L. Ladielle (PS) 55.31	62 G. Durieux (RPR) 49.22	62 L. Fabius (PS) 62.35
	60 L. Ladielle (PS) 55.31	63 G. Durieux (RPR) 49.22	63 L. Fabius (PS) 62.35
	61 L. Ladielle (PS) 55.31	64 G. Durieux (RPR) 49.22	64 L. Fabius (PS) 62.35
	62 L. Ladielle (PS) 55.31	65 G. Durieux (RPR) 49.22	65 L. Fabius (PS) 62.35
	63 L. Ladielle (PS) 55.31	66 G. Durieux (RPR) 49.22	66 L. Fabius (PS) 62.35
	64 L. Ladielle (PS) 55.31	67 G. Durieux (RPR) 49.22	67 L. Fabius (PS) 62.35
	65 L. Ladielle (PS) 55.31	68 G. Durieux (RPR) 49.22	68 L. Fabius (PS) 62.35
	66 L. Ladielle (PS) 55.31	69 G. Durieux (RPR) 49.22	69 L. Fabius (PS) 62.35
	67 L. Ladielle (PS) 55.31	70 G. Durieux (RPR) 49.22	70 L. Fabius (PS) 62.35
	68 L. Ladielle (PS) 55.31	71 G. Durieux (RPR) 49.22	71 L. Fabius (PS) 62.35
	69 L. Ladielle (PS) 55.31	72 G. Durieux (RPR) 49.22	72 L. Fabius (PS) 62.35
	70 L. Ladielle (PS) 55.31	73 G. Durieux (RPR) 49.22	73 L. Fabius (PS) 62.35
	71 L. Ladielle (PS) 55.31	74 G. Durieux (RPR) 49.22	74 L. Fabius (PS) 62.35
	72 L. Ladielle (PS) 55.31	75 G. Durieux (RPR) 49.22	75 L. Fabius (PS) 62.35
	73 L. Ladielle (PS) 55.31	76 G. Durieux (RPR) 49.22	76 L. Fabius (PS) 62.35
	74 L. Ladielle (PS) 55.31	77 G. Durieux (RPR) 49.22	77 L. Fabius (PS) 62.35
	75 L. Ladielle (PS) 55.31	78 G. Durieux (RPR) 49.22	78 L. Fabius (PS) 62.35
	76 L. Ladielle (PS) 55.31	79 G. Durieux (RPR) 49.22	79 L. Fabius (PS) 62.35
	77 L. Ladielle (PS) 55.31	80 G. Durieux (RPR) 49.22	80 L. Fabius (PS) 62.35
	78 L. Ladielle (PS) 55.31	81 G. Durieux (RPR) 49.22	81 L. Fabius (PS) 62.35
	79 L. Ladielle (PS) 55.31	82 G. Durieux (RPR) 49.22	82 L. Fabius (PS) 62.35
	80 L. Ladielle (PS) 55.31	83 G. Durieux (RPR) 49.22	83 L. Fabius (PS) 62.35
	81 L. Ladielle (PS) 55.31	84 G. Durieux (RPR) 49.22	84 L. Fabius (PS) 62.35
	82 L. Ladielle (PS) 55.31	85 G. Durieux (RPR) 49.22	85 L. Fabius (PS) 62.35
	83 L. Ladielle (PS) 55.31	86 G. Durieux (RPR) 49.22	86 L. Fabius (PS) 62.35
	84 L. Ladielle (PS) 55.31	87 G. Durieux (RPR) 49.22	87 L. Fabius (PS) 62.35
	85 L. Ladielle (PS) 55.31	88 G. Durieux (RPR) 49.22	88 L. Fabius (PS) 62.35
	86 L. Ladielle (PS) 55.31	89 G. Durieux (RPR) 49.22	89 L. Fabius (PS) 62.35
	87 L. Ladielle (PS) 55.31	90 G. Durieux (RPR) 49.22	90 L. Fabius (PS) 62.35
	88 L. Ladielle (PS) 55.31	91 G. Durieux (RPR) 49.22	91 L. Fabius (PS) 62.35
	89 L. Ladielle (PS) 55.31	92 G. Durieux (RPR) 49.22	92 L. Fabius (PS) 62.35
	90 L. Ladielle (PS) 55.31	93 G. Durieux (RPR) 49.22	93 L. Fabius (PS) 62.35
	91 L. Ladielle (PS) 55.31	94 G. Durieux (RPR) 49.22	94 L. Fabius (PS) 62.35
	92 L. Ladielle (PS) 55.31	95 G. Durieux (RPR) 49.22	95 L. Fabius (PS) 62.35
	93 L. Ladielle (PS) 55.31	96 G. Durieux (RPR) 49.22	96 L. Fabius (PS) 62.35
	94 L. Ladielle (PS) 55.31	97 G. Durieux (RPR) 49.22	97 L. Fabius (PS) 62.35
	95 L. Ladielle (PS) 55.31	98 G. Durieux (RPR) 49.22	98 L. Fabius (PS) 62.35
	96 L. Ladielle (PS) 55.31	99 G. Durieux (RPR) 49.22	99 L. Fabius (PS) 62.35
	97 L. Ladielle (PS) 55.31	100 G. Durieux (RPR) 49.22	100 L. Fabius (PS) 62.35

OVERSEAS

US offers Somalia aid if it drops claim to neighbours' lands

From Charles Harrison
Nairobi, March 20

Mr Richard Moose, President Carter's Assistant Secretary of State for African Affairs, had a meeting with President Siad Barre in Mogadishu that lasted into the early hours of today.

No statement was issued in Mogadishu on the talks but diplomatic sources said today that Mr Moose had made it clear that the United States is prepared to aid Somalia if Somalia drops its traditional claim to territory in Ethiopia, Kenya and Djibouti with a mainly Somali population.

The Somali are, however, reluctant to accept such a condition since the Somali constitution has always recognized the ideal of a Greater Somalia that includes those areas.

Somali leaders regard Mr Moose's visit as confirmation of United States support for President Siad Barre, at a time of great difficulty.

The Carter Administration is aware of the possibility that Somalia might swing back towards the Soviet Union, if it supposes does not now come from the West in the form of "defensive" arms.

The United States has provided Somalia with food supplies valued at \$6m (£3m) since December, with the aim of helping Somalis displaced by the Ogaden war and by the earlier disastrous droughts in the area.

Yesterday Mr Moose signed an agreement with Mr Mohamed Ali, the Somali Finance Minister, for another \$7m in food aid to be supplied over the next six months. The

Eritrean plea for political support from West

By Edward Mortimer

An appeal for political and humanitarian help from the West was made in London yesterday by a representative of the Eritrean Liberation Front (ELF).

Mr Omar Alim, Director-General of the Eritrean news agency and head of the ELF's foreign information service, said that his movement was not seeking weapons or military help from the West. It was confident of its ability to handle the expected Ethiopian offensive with its own weapons.

The Eritrean Liberation Front Organization and with those it captures from the Ethiopian armed forces.

The topography of Eritrea is very different from that of the Ogaden, he said. "The movement of regular troops in Eritrea is very difficult."

Mr Alim expressed doubts whether the Soviet Union would allow its own military personnel to become involved in the war in Eritrea. "This is not war that can be settled in a few months," he said.

"We have a much longer experience than the Western Somalia Liberation Front and we are not dependent on aid outside help. The war might grind on for 15 or 17 years."

"We are not asking for weapons. Let the West help us politically by drawing the atten-

West 'trying to set up a Red Sea block'

From Our Own Correspondent
Moscow, March 20

The Russians today accused the United States and other Nato countries of trying to set up a system of military blocks in Africa linked to the West.

In a mirror image of the charge levelled against the Russians last week by President Carter, Tass said the West was trying to set up a "Red Sea block" consisting of Egypt, Sudan and Saudi Arabia. The aim was to perpetuate the split between Arab and non-Arab states of the region, and gain control over countries bordering on the Red Sea.

The newsagency's political commentator also attacked the grouping of West African states under a treaty on non-aggression and mutual assistance. What this would mean for Africa was shown by their show of strength in the western Sahara and their help in suppressing a popular uprising in Zaïre.

"All these mini-blocks are being created contrary to the principles of the Organization of African Unity. They undermine the national sovereignty of independent African countries and set one against each other and, in the long run, introduce a new neo-colonialist form of splitting the African continent into different zones of influence."

The Russians opposed to such a "dangerous development" and to the creation of mini-blocks "legalizing the West's direct interference in the affairs of African countries."

530 students in Rhodesia receive British grants

By Our Education Correspondent

The British Government has given grants totalling about £500,000 to support 530 black undergraduates at the University of Rhodesia during the current academic year. It was announced yesterday.

The grants are to be administered by the London-based World University Service together with a further £1,000, given by other governments.

Last year the World University Service supported 495 black students compared with this year's total of 520. The University of Rhodesia has a total student population of 1,600.

The World University Service regards this funding as an essential part of the policy of Africanisation of the university. It is a recent controversial document.

"It is in the primary schools, secondary schools, teachers training colleges, technical colleges and universities that Africa will carry out its true economic and cultural revolution," it said yesterday.

Black leaders' swearing-in

From Our Own Correspondent
Salisbury, March 20

The three internally-based black leaders who were signatories to the Rhodesian constitutional agreement in Salisbury earlier this month are expected to be sworn in as ministers tomorrow or Wednesday by Mr John Wessels, the Rhodesian President.

The three-Bishop Abel Muzorewa, the Rev Nkomo, and Chief Jeremiah Chimpen—will then combine with Mr Ian Smith to form the

MIDDLE EAST

Military supply lorries from Iraq reported to be nearing besieged Palestinian stronghold

Beirut, March 20.—Iraqi aid for Palestinians fighting Israeli invaders began arriving today in southern Lebanon, eye-witnesses reported.

They said they saw 21 military supply lorries heading down the coastal road to the south and turning east towards the Palestinian stronghold of Nabatieh, which has been under Israeli artillery fire through most of the six days of the invasion.

The Iraqi vehicles were accompanied by 15 Syrian trucks, the eye-witnesses said. They could not see what the lorries were carrying.

Last Friday, reliable sources in Baghdad said that Iraq had begun to send military aid to the Palestinians and their leftist Lebanese allies. They are outnumbered and outgunned by an Israeli invasion force now estimated at 25,000 after being reinforced over the weekend.

There was no indication on

what weapons and equipment Iraq would provide.

In Beirut, a Palestinian military spokesman said today that the guerrillas had halted an Israeli advance on the southern port city of Tyre.

He said they had also shelled Israeli settlements, including Marjayoun and Kirsat Shmona, on the Lebanese border, scoring direct hits and inflicting "a number of casualties".

Palestinian sources said Israeli planes had strafed refugee camps near Tyre today.

In Baghdad, the Iraqi Foreign Ministry called to the ambassadors of Syria, South Yemen, Libya and Algeria. The four countries are members of the Arab front opposed to Egypt's peace overtures to Israel.

The Iraqi news agency said that the Foreign Ministry would discuss the Lebanese situation with the diplomats.

Peking: Israeli attacks in Lebanon "constitute glaring

aggression against Lebanon's territory and sovereignty and another grave challenge to the Palestinian people and all Arab people". Mr. Xeng Piao, Chinese Deputy Prime Minister, said today.

The New China news agency reported that Mr. Xeng made the statement during a meeting with Mr. Tayeb Abdul Rahim Mahmoud, the new chief of the Palestinian Liberation Organisation's mission in Peking.

The Deputy Prime Minister said that the Israeli action again showed Israel's obstinate stand, clinging to its policies of aggression and expansion and deliberately setting itself against the Palestinian and other Arab people.

He added that it was also a "result of superpower connivance and support" and that the Chinese Government and people strongly condemned the Israeli and superpower actions.

—Reuter.



Israeli soldiers taking Basariya village near Tyre, as tanks thrust deeper into Lebanon.

Police clash with PLO supporters in Amman

Amman, March 20.—Police clashed with pro-Palestinian demonstrators today while breaking up a mob of agitators protesting against the Israeli invasion of south Lebanon.

Several people were injured and six men—including two policemen—were taken to hospital.

Police said the agitators had incited a parade in Amman and "aimed violence" at police who were supervising the demonstration.

An Interior Ministry spokesman announced later a ban on all future demonstrations and said police had been ordered to use force in dispersing any violations.

People were free to express their feelings about events in Lebanon by contributing money, giving blood or volunteering to join their fighting brothers, the spokesman added.

He said the Government was offering military training to volunteers to fight in southern Lebanon. "The army's training centres are ready to welcome anyone wanting military training."

Meanwhile, the Government-controlled news agency criticized the United Nations decision to send a peace-keeping force to the area. It quoted a Jordanian military expert who said the United Nations move would end "the usefulness of the Lebanese front against Israel, whatever the strength of the forces deployed there."

They said that in occupying southern Lebanon, Israel had "placed a natural obstacle, the Litani River, between itself and Arab forces."

It was important, the agency said, that the Syrian Army, the experts said—UPI and Agence France Presse.

Israeli ships keep watch on Tyre

Continued from page 1

and a Syrian officer near the airport said the same, although camp in the mountains.

Meanwhile, the Lebanese authorities said today that a total of 1,166 Lebanese and Palestinian had died so far in the south Lebanon fighting and air raids.

This morning, just after we crossed the Litani river bridge in the other direction, we thought we were surrounded by the Israelis. We had seen a helicopter land on a hill to the east.

It looked like a fly or an insect setting on a plant as it touched down just above the trees away over on a hilltop. Then a few distant figures climbed out, faint silhouettes on the horizon. There was still smoke drifting over the fields to the east of the bridge, from

stubble that had been set alight by shellfire.

South towards Tyre there were a few Palestinians on the road, one of them carrying a long rocket that looked as though it might be a hand-held ground-to-air missile. A few other Palestinian guerrillas with anti-tank rockets were sitting in a ditch to our right just before we reached the first houses of Tyre.

But the city itself, which yesterday was filled with Palestinians, this morning was almost deserted. The Palestinians appeared to have pulled most of their men out at night, the classic guerrilla tactic of melting away under cover of darkness.

If Tyre had been abandoned, however, a close watch was still being kept on it by the Israelis. Two warships cruised offshore

as they did yesterday but this time so close to the shore line that you could see their guns and superstructure.

Tyre appeared to be surrounded. From the Red Cross centre south of the city, in a converted beachside hotel, you could still see heavy shells exploding down the seafront in Rashadiye. Sometimes the smoke from the explosions would blossom outwards like a great flower blooming on a speeded-up film. Tracer smoke would shower out with it.

The blast came rumbling over the beach by us and at one point in the morning a team of Red Cross officials ran on to the beach and brought back an old man on a stretcher. He had come from Rashadiye.

High flying jets still whined high above us at lunchtime but there were no air raids on Tyre. The Israelis have troops just one mile away from us. Presumably they believe that Tyre is already lost to the Palestinians. It is.

By lunchtime today, the Israelis appeared to control almost all of southern Lebanon south of the Litani. According to Israeli radio, which has become essential listening here, only this small peninsula on which Tyre is built remains outside their hands.

The Israeli advance had continued for more than 16 hours after last night's United Nations resolution, and the whistling of heavy artillery shells to the east this afternoon, a sound that was steadily getting nearer to Tyre, was evidence enough that battles were going to continue.

Mr Begin in America with Lebanon plan

From David Cross
Washington, March 20

Originally conceived by Washington as an opportunity to try to persuade the Israelis to be more flexible in Middle East peace negotiations, this week's meetings between President Carter and Mr. Menachem Begin, the Israeli Prime Minister, will now inevitably be coloured by the fighting in southern Lebanon.

The Israeli leader who arrived in New York last night before travelling to Washington, is not happy with the idea of his troops in southern

Lebanon being replaced by a United Nations peace-keeping force. He has told reporters that he has his own ideas about keeping the border area free of Palestinian guerrillas and that he intends to discuss them with President Carter and his colleagues.

Israeli officials would prefer the establishment of a force drawn from the Lebanese Army and Christian militiamen to police the border area now occupied by Israeli troops.

The American Administration's view is that while the presence of a United Nations

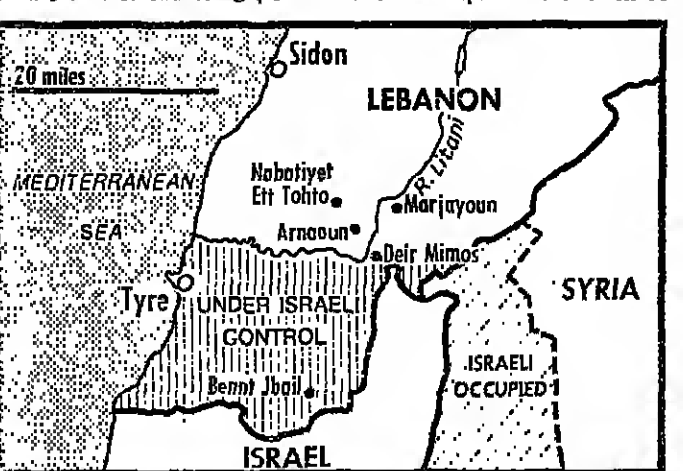
peace-keeping force would not be ideal, it would be the first step towards extending Lebanese authority over the south.

Officials here believe that if the United Nations Security Council had not acted promptly to approve such a force, radical Arab states would have pushed for a condemnation of the Israeli invasion of southern Lebanon and called for an Israeli withdrawal without providing any alternative force.

Since the Israeli invasion began, Washington has been

anxious to ensure that this week's meetings with Mr. Begin will not be totally devoted to resolving the particular problems caused by the Israeli action.

By presenting Mr. Begin with a United Nations force on southern Lebanon they hope some time can be spent discussing Israel's approach to the West Bank and the controversial Israeli settlements in occupied territories. These remain the two principal stumbling blocks to the resumption of Israeli-Egyptian negotiations.



Cairo still favours direct contact, envoy says

From Our Correspondent
Dah, March 20

Dr. Butros Ghali, President Sadat's special envoy, said here today that Egypt was still in favour of direct contact with Israel despite the aggression in Lebanon.

Dr. Ghali spoke to reporters after his meeting with Mr. Morarji Desai, the Prime Minister.

Dr. Ghali said that President Sadat's aim had been to obtain a set of agreements on solving the Middle East problems and then present them to the other Arab countries to decide upon a unified approach. "But we have

so far failed to obtain this set of agreements from Israel," he said.

So far, even after the invasion of Lebanon, the framework for dialogue with Israel was intact, he said, and Egypt intended to use the direct approach to find a peaceful solution. It could be, however, that Egypt would come to the conclusion that because of what had happened in Lebanon this approach was useless.

Egypt, he emphasized, was not interested in a bilateral peace with Israel but in a comprehensive peace settlement.

Britain ready to consider UN troops call

By Our Diplomatic Correspondent

Britain would give urgent consideration to any request which the United Nations Secretary-General might make for troops to join the proposed United Nations force to be sent to south Lebanon, the Foreign Office said yesterday.

No request had been made yet and it would be necessary to see what assistance might be sought from Britain. There are precedents for members of the Security Council providing troops for United Nations peace-keeping forces.

Arab hardliners discuss peace-keeping force

Damascus, March 20.—Arab hardliners, meeting in Damascus today, discussed the United Nations Security Council's decision to send a peace-keeping force to southern Lebanon, but announced no decisions.

There were indications that the Palestine Liberation Organization was against the idea.

"We are discussing the matter and we are coming to a decision," said Mr. Abdul Halim Khaddam, the Syrian Foreign Minister, said after two meetings today.

Taking part in the discussions were Syria, Algeria, Libya,

South Yemen and the PLO.

The original purpose of the meeting was to agree on an overall strategy to end Israel's invasion of south Lebanon, but the Security Council move has apparently complicated the talks. Syrian sources said that Syria would not oppose a United Nations presence in south Lebanon.—Reuter.

Altamont, Tennessee, March 20.—At least four people, including two women and a child, were killed and 19 injured when their lorry plunged down a 90ft cliff into a creek near here.



Young Solicitor

As a result of an increasing work load an additional solicitor is needed to join the team of eight lawyers who currently make up the Legal Department at the International Headquarters in London of RTZ, the British based mining and industrial group.

The department provides advice, services and support, particularly in the fields of commercial and company law, in many aspects of the Group's UK and overseas operations. It aims to establish a close working relationship with those it advises while retaining professional standards and independence.

The position will provide the opportunity to develop specific legal skills to a high degree while handling a wide variety of legal matters. It should appeal to a solicitor who has had two or three years experience following admission advancing corporate clients on commercial matters.

We are looking for an individual (male or female) who is capable of working independently and of taking responsibility. Some overseas travel will be involved.

A highly competitive salary based initially on experience will be negotiated and an attractive range of benefits provided.

RTZ

Please write, giving details of career to date, or telephone for an application form to: O. W. Westcott, Group Personnel Services Department, Rio Tinto-Zinc Corporation Ltd., 6 St. James's Square, London SW1Y 4LD. Tel: 01-930 2399 Ext. 2598.

COMMERCIAL LAWYER

London based

The Chairman of an international contracting company, with a turnover of £10 million, has decided to expand his legal services. The firm is seeking a commercial lawyer with a minimum of 10 years' experience in the field of international trade and commerce. The person appointed is likely to be 35-40 with a good degree and a strong background in law. The position will be given to a candidate who is fluent in spoken and written English and who has a minimum of 10 years' experience in the field of international trade and commerce. The person appointed is likely to be 35-40 with a good degree and a strong background in law. The position will be given to a candidate who is fluent in spoken and written English and who has a minimum of 10 years' experience in the field of international trade and commerce.

Commercial and Legal Executive

Construction Industry

Bernard Sunley & Sons require a legal executive, male or female, for their Head Office in Beckenham, to deal with all contractual and legal matters in connection with the Company's operations both in the United Kingdom and Overseas.

The appointee, who will be responsible to a Director, will draft contract documents and joint venture agreements and, in conjunction with the Company's Solicitors, deal with all aspects of litigation. Applicants should have a successful history within the Construction Industry and have a proper understanding of contract law. Experience in the formation of overseas companies and a working knowledge of Buyer Credit and Constructional Works Guarantees would be an advantage.

Salary is negotiable and a company car will be provided.

Apply in writing quoting Ref. 49/37, to: A. L. Percival Personnel Manager, Bernard Sunley & Sons Limited, 221/241 Beckenham Road, Beckenham, Kent BR3 4UA. Tel. 01-659 2366.

SUNLEY

SOLICITORS

COMPANY / COMMERCIAL

Macfarlanes require able lawyers to join their expanding Company. Commercial Department. Applicants should have at least two years' first-class experience in this field.

Further details from, and applications to: D. Hays, Macfarlanes, Dunelm Hill House, London EC4R 3ST.

MACFARLANES

CHAMBERS & PETERS. — Recruitment of Lawyers for Commercial and Industrial Law. LONDON LEGAL BUREAU. — Recruitment of Lawyers for Commercial and Industrial Law. LONDON LEGAL BUREAU. — Recruitment of Lawyers for Commercial and Industrial Law.

THAMES VALLEY POLICE AUTHORITY

Prosecuting Solicitors' Department

ASSISTANT PROSECUTING SOLICITOR

£25,209 — £26,577

The salary quoted includes the Phase 1 and 2 supplements and the successful candidate will be allocated a range of incremental points within this scale depending on experience.

Applicants must be Solicitors who wish to obtain experience or pursue a career in Criminal Courts, etc. The Department is divided into Sections each headed by a Principal Prosecuting Solicitor and services courts in Berkshire, Buckinghamshire, and Oxfordshire. The main office is based at Kidlington (5 miles north of Oxford) with a Sub-Office located at Reading. This post will be located at the Reading Office.

Duties include interesting and often complex advice, preparation in important criminal matters, and frequent attendance at Magistrates' Courts to conduct prosecutions. Essential car user allowance and assistance with car purchase; removal and lodging allowances in approved cases.

Application form obtainable from the Chief Prosecuting Solicitor, Thames Valley Police Headquarters, Kidlington, Oxon OX5 2NX. Tel. Kidlington 4343, ext. 398. Closing date: 5 April, 1978.

REGIONAL LEGAL ADVISER

£8,209 to £10,468 p.a. (including supplements)

An opportunity for an experienced solicitor to meet the challenge of the senior legal adviser position within a large public organization, responsible for the legal and administrative services to the Health Service in the West Midlands.

The post holder will be responsible for the legal and administrative services to the Health Service in the West Midlands. The post holder will be responsible for the legal and administrative services to the Health Service in the West Midlands.

MULTI NATIONALS

£15,000

Tax Attorney with knowledge of U.S. tax law and international tax problems. Involve U.S. tax planning for multinational corporations. Central London.

£12,000

Experienced Commercial Solicitor (15-20 years) for senior position to advise at all levels and deal with all aspects of commercial law. Excellent salary and benefits. Please apply.

£8,000

Solicitor to advise variety of commercial law problems. Previous experience useful. Good salary and benefits. Please apply.

Contact Oliver Hollis Stephens Selection 32 Essex Street London EC2A 3EL 01-4210927 Recruitment Consultants

Hampshire

FOUR ERIPATETIC PROSECUTING SOLICITORS

Up to £26,729 plus £2200

There are now posts created to fill gaps in the present complement of solicitors. These solicitors will be based in Winchester and will be responsible for the prosecution of cases in the Winchester Magistrates' Court. The successful candidate will be required to have a minimum of 10 years' experience in the prosecution of cases in the Winchester Magistrates' Court. The successful candidate will be required to have a minimum of 10 years' experience in the prosecution of cases in the Winchester Magistrates' Court.

INQUIRIES ASSISTANT

We are looking for someone to join our Education and Training Department handling enquiries and dealing with candidates. We require at least an "A" level standard of education and ideally someone familiar with correspondence and personal letters in a busy environment. Salary between £1,850 to £2,167 per annum including supplement and London weighting. Good conditions of employment. Write or telephone to the Personnel Manager, The Law Society, 113 Chancery Lane, London WC2A 1PL. Tel: 01-424 2000

YOUNG SOLICITOR

Dedicated hard working and really able young solicitor required for a senior position in the City of London. The successful candidate will be required to have a minimum of 10 years' experience in the City of London. The successful candidate will be required to have a minimum of 10 years' experience in the City of London.

LEGAL EXECUTIVE CONVEYANCING

Mature person with good working background. Salary to £25,000.

Call Andrew Ashman 353 1476

MANAGEMENT PERSONNEL SERVICES

Recruitment Consultants

THE ROYAL INSTITUTION OF CHARTERED SURVEYORS

require a

SENIOR PROFESSIONAL OFFICER

The RICS wishes to appoint a Chartered Surveyor or person with similar qualifications, to work initially in the General Practice Division, with direct responsibility to the Divisional Secretary for research and development and for supervising related committees and working parties. Ability to communicate orally and in writing essential.

Candidates should either be Corporate Members of the Institution or have a degree in Estate Management or Law. Age 27-35 preferred. Starting salary according to age and experience within the range of £4,000-£5,250 p.a.

APPLICATION FORM AND JOB SPECIFICATION AVAILABLE FROM THE PERSONNEL OFFICE, GEORGE STREET, PARLIAMENT SQUARE, LONDON SW1P 3AD (TEL: 01-222 7000).

ACCOUNTING OPPORTUNITY

for person (male/female) with sufficient experience and aptitude to take on total responsibility of all manually prepared bookkeeping functions. The successful applicant will become part of a small team for which he/she will possess initiative, drive and responsibility.

Salary: £4,000 p.a.

Written applications only: THE COMPANY SECRETARY, FICKEN ENTERPRISES LTD., 22 Oxford Street, W.1

COUNTRY LIFE SENIOR SUB-EDITOR

Country Life has a vacancy for a senior sub-editor. The successful candidate will be required to have a minimum of 10 years' experience in the Country Life. The successful candidate will be required to have a minimum of 10 years' experience in the Country Life.

COPE NOTIFIER DESIGN ASSOCIATES

require additional staff for a senior position in the Cope Notifier Design Associates. The successful candidate will be required to have a minimum of 10 years' experience in the Cope Notifier Design Associates. The successful candidate will be required to have a minimum of 10 years' experience in the Cope Notifier Design Associates.

OVERSEAS

Former Defence Minister arrested after attempt to hold pro-Bhutto demonstration

From Richard Wigg

Lahore, March 20.—The Pakistan military authorities arrested General Tikka Khan, Mr Bhutto's former deputy and former Defence Minister, here today after he had arrived from Islamabad and attempted to lead a demonstration protesting against the death sentence on the former Prime Minister.

There is a complete ban on political demonstrations in Pakistan, with rigorous imprisonment and lashings for those defying it. But the word that the general, who is now acting Secretary-General of Mr Bhutto's People's Party, was coming "to meet his friends" had been passed round in the city this morning.

After the abortive protest, sporadic demonstrations continued in the old part of the city and four buses and three cars were burnt by youths pro-Bhutto supporters. Police who had used tear gas to disperse the stone-throwing demonstrators, made several arrests.

Mr Bhutto, who has until next Sunday to lodge an appeal with the Supreme Court, has been moved to a condemned cell in the Kot Lakhpat prison.

Mr Yaqub Bhakhtiar, his chief counsel, who saw him this evening, said the former Prime Minister was adamant that he will not file an appeal. "I was educated at Oxford and Berkeley. I know what the law is, but what do you expect from them?" Mr Bhakhtiar quoted Mr Bhutto as saying of

the Supreme Court. He said he had got Mr Bhutto to sign a power of attorney for him, to give him greater powers, but he had still been instructed not to file an appeal unless specifically told to.

The lawyer said Mr Bhutto's cell was only 7ft by 10ft, had an open toilet and was otherwise bare except for a steel barred door.

Mr Bhutto, who is 50, was allowed a truckle bed, but the cell had electric light on 24 hours a day. He was allowed exercise for half an hour a day, and during the night was chained to the bed. There was a guard outside the cell all the time.

Mr Bhutto has also been required to wear prisoner's uniform, in place of the smart suits and sports clothes he continued to wear for the duration of the trial.

During the five-month trial Mr Bhutto was kept in a room at the prison with a verandah and enjoyed various privileges including television, radio, foreign and Pakistan newspapers and food brought from home.

So far, Begum Nusrat Bhutto has not been allowed to see her husband since the judgment, and she and her daughter, Benazir, are under house arrest separately here and in Karachi. But Mr Bhakhtiar said he hoped Mrs Bhutto would be allowed to visit her husband the day after tomorrow.

Our Diplomatic Correspondent writes: The case of Mr Bhutto was raised by Dr David Owen, the Foreign Secretary, yesterday when he saw Mr Agha Shahi, the Pakistan Foreign Minister, in London.

It is assumed that Dr Owen added his voice to the international calls for commuting the sentence, which are widely expected, although details of their talk were not disclosed.

Mr Shahi, who knows Mr Bhutto well, having served with him for many years in government, was not in a position to comment officially on the case yesterday.

Pakistani sources, however, point out that even if Mr Bhutto does not himself appeal against the sentence, it is certain that an appeal will be made on his behalf. Pakistan criminal law closely follows British practice, and in the event of an appeal being successful, life imprisonment would be expected to be 14 years.

The main purpose of Mr Shahi's call, which was arranged before the death sentence on Mr Bhutto was announced, was to discuss disarmament proposals at the United Nations.

Ann Eyre writes from Abu Dhabi: President Zayed of the United Arab Emirates has sent a plea for clemency to Pakistan's Chief Martial Law Administrator on behalf of Mr Bhutto. Shaikh Zayed has considerable prestige in the Muslim world in general, and in Pakistan in particular.

Hundreds of animals and many people attacked as packs proliferate

Big bad wolf returns to menace Russians

From Michael Binyon
Moscow, March 20

Once again the cry "wolf!" is echoing through Soviet forests and villages. The peasant's traditional enemy is back in force, attacking sheep, dogs and even people in alarming numbers.

"My legs are weak otherwise I would have shown him", an old peasant from Kirov said. "I was watching television and heard someone knocking, then a dog's yelp. I went out and a wolf had its teeth in my dog's leg. I pulled one way, the wolf pulled the other. The dog got away but it lost a leg."

Other dogs have been less fortunate. Last winter wolves killed 30 of them in the Kirov region, north-east of Moscow, and countless huskies were attacked. Wolves even ventured into the city, and a few miles from Kirov a large pack was discovered.

All over the country, it seems, the wolf population has

been increasing. In the Russian Federation there were an estimated 2,500 wolves in 1960; now there are about 12,000. The same is true of Byelorussia, the Ukraine and the Baltic republics.

Wolves are particularly numerous in the steppes. In Kazakhstan, central Asia, there are an estimated 30,000, and they have recently reappeared on the outskirts of Moscow.

According to Mr Vasily Peskov, a well-known naturalist, the animals cause considerable damage. In Petm, in the Urals, they killed at least 2,000 elk and 633 sheep and goats in 1976, and other animal losses amounted to nearly 1m roubles (£770,000). In the Far East, attacks on deer and horses cost about 2m roubles.

Attacks on people have also increased, especially on those trying to protect their animals. In Kirov there were 21 cases last year. Children are particularly at risk.

Wolves do not attack in the

hungry winter months but in summer when they have cubs to feed. In one bizarre incident a wolf rushed into a peasant's house in Byelorussia and started eating up pillows, carpets and boots. The woman managed to barricade herself safely in the kitchen.

After the Second World War wolves were numerous, but they were then hunted, trapped, poisoned and even shot from aircraft until they seemed to present no danger. The hunters put down their guns, but the remaining wolves survived and adapted.

Mr Peskov believes that the wolf has also benefited from a mistaken modern sympathy for it, especially in Western Europe and America. He blames Canadian and American studies that depicted the wolf as a useful scavenger cleaning up the forest. This concept led to an idealization of the wolf.

This picture caught on in Russia, where conditions are different. Mr Peskov says that the

wolf is vicious and dangerous, killing for the sake of killing. Its scavenging consists of attacks on the easiest prey—newborn or pregnant animals.

The naturalist is calling for a revival of the traditional wolf-hunt, using dogs. This has died out recently as the state bounty of three roubles (£2.30) paid on each wolf skin is too low to encourage hunters, who find it more profitable to go after elk and wild boar, often ignoring wolves lurking nearby.

Hunting wolves, Mr Peskov says, is a dangerous and often unprofitable sport. But it is the only way to keep the numbers down: poisoning is too indiscriminate and pursuit by aeroplane too expensive.

A good hunt needs a master huntsman to lead it, and such a figure is rare now. In the old days grateful peasants gave the hunter a pig or sheep, but today the State ought to increase the bounty to 50 roubles (£23). Only in this way, Mr Peskov believes, can the Soviet Union deal with the big bad wolf.

Gilbert Is choose new Chief Minister

By Marcel Berlines

The Gilbert Islands has elected Mr Jeremiah Taba, aged 28, as the new Chief Minister, and a much changed House of Assembly to see the territory through to full independence.

The original timetable for the Gilbert Islands, whose population is little more than 50,000, provided for general elections, which have now been held, and a referendum designed to decide whether the Banebans (Ocean Islanders) would form part of the new state.

It also provided for independence from Britain and membership of the United Nations by the end of 1977.

In the election the former Administration, under Mr Naboua Retiata, sustained a heavy defeat at the polls.

Both factions want the Ocean Islanders, now living on Rambi, near Fiji, to remain within it.

Moscow complains over Chinese rebuff to its friendship overture

From Our Own Correspondent
Moscow, March 20

The Soviet Union today revealed that the Chinese have rejected a new Soviet attempt to improve relations between the two countries.

An announcement by Tass said a message was sent by the Presidium of the Supreme Soviet, headed by President Brezhnev, to the Chinese National People's Congress in

February 24. But on March 9 the Chinese leadership repeated the "unacceptable preliminary conditions it had advanced before" and this effectively ruled out discussion of the essence of the message.

The preliminary conditions are thought to refer to Chinese calls for mutual troop reductions before any talks could take place.

The Russians expressed the hope that the Chinese would

respond positively to the message "but this regrettably did not happen." Tass said hostility to the Soviet Union obviously continued to be state policy in China.

There have been rumours from Japanese sources in Peking that the Russians had made new overtures to China, but this is the first Soviet confirmation of the dispatch of a message.

The Supreme Soviet—Russia's equivalent to Parliament—was concerned, Tass said, because this dangerous further aggravation of relations "may lead to serious negative consequences for our countries and peoples, for the destinies of peace in the Far East, in Asia and throughout the world."

The message suggested the two countries produced a joint statement on the principles of their mutual relations. This

would bind them to peaceful coexistence, mutual respect for sovereignty and territorial integrity, non-interference in the internal affairs of each other and the rejection of the use of force.

The Russians said that if the idea of such a statement was acceptable to the Chinese, high-level representatives from both sides ought to meet to work out acceptable wording as soon as possible.

Muslim party's opposition causes stir in Jakarta

Jakarta, March 20.—A week of unprecedented parliamentary confrontation has ruled Indonesia's all-party Government led by President Suharto.

The Muslim party (PPP), a major partner in the Government, voiced strong opposition to some aspects of Government policy being drafted for the next five years. Its members walked out of two committees and forced votes on at least five issues.

Such action has not been taken by any faction in either the House of Representatives or the People's Assembly since General Suharto took over as head of state in 1967.

The party's stance has raised some doubts whether it will

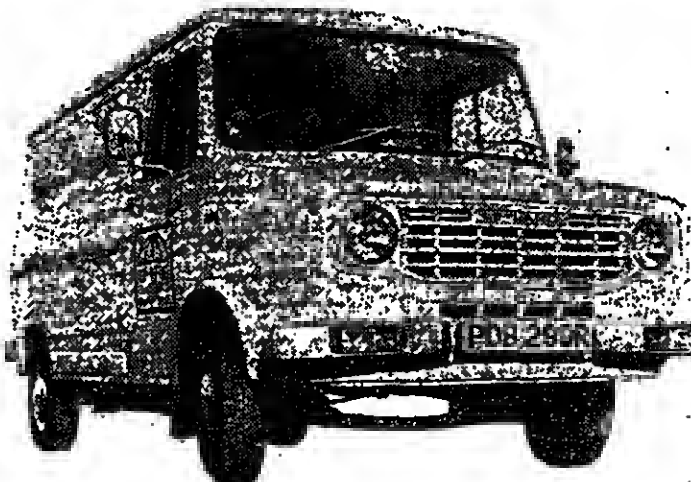
remain in the Government for President Suharto's next five-year term.

However, the PPP still joined with four other factions in nominating the President for reelection by the People's Assembly on Wednesday. It also endorsed Mr Adam Malik, the former Foreign Minister as the vice-presidential candidate.

There was a violent explosion last night on the ground floor of the secretariat building of the People's Assembly where 920 legislators were preparing the unanimous reelection of President Suharto.

Security authorities gave a vague explanation about "a light fixture that blew up", and denied that the explosion was caused by a bomb.—Reuters and Agence France-Presse.

"If a big Mack hits trouble out east we send a Sherpa to the rescue"



Like all vehicles from Leyland Cars, it comes with Supercover.

And that includes a year's free no-mileage limit with parts and labour; a year's 24-hour roadside assistance from the A.A.; a year's A.A. Relay Recovery Service (approved conversions and U.K. mainland only); a 69 point pre-sale checkout, and the opportunity of renewing it all for a second year.

Some warranty! The Sherpa body options include vans, minibuses, crewbuses, chassis-cabs, and pick-ups. Engine options include a 1622cc and 1798cc petrol and 1798cc diesel.

Overdrive is an optional extra on the 1798cc petrol and diesel.

For further information please visit your nearest dealer, or write to: Light Commercial Vehicle Sales, Leyland Cars, Grosvenor House, Prospect Hill, Redditch, Worcestershire, B97 4DQ.

Sherpa

Red Cross talks boycotted by North Korea

Panmunjom, March 20.—North Korea today refused to hold a planned inter-Korean Red Cross meeting at the truce village of Panmunjom, in protest against last week's joint South Korea-American military exercise.

A Pyongyang radio broadcast last night said that North Korea would boycott the meeting because it could not hold a "humanitarian" Red Cross talks in a tense war-like atmosphere created by the war game conducted close to the demilitarized zone and near Panmunjom—Agence France-Presse.

Vietnam refugees taking to their boats again

Singapore, March 20.—The flow of Vietnamese boat refugees to South-east Asia is rising again, as the rough monsoon weather in the South China Sea has settled down. The so-called "boat people" are taking to the water.

About 700 have arrived along the east coast of Malaysia so far this month, a United Nations High Commissioner for Refugees official said in Kuala Lumpur. The number of boat people reaching the Philippines has also increased after a lull since November, diplomatic sources said in Manila.—Reuters.

Call to speed up purge

Peking, March 20.—"Purge" is still the key word in China despite the political wedding out and the holding of two big political meetings since the death of Chairman Mao Tse-tung.

The People's Daily today reiterated the movement to eliminate incompetent staff and other proscribed elements who escaped the purge carried out after the arrest of the radical "gang of four" in October, 1976.

The directive issued by Chairman Hua Kuo-feng at the end of last month before the fifth National People's Congress urged the country to "take efficient measures to speed up the return to order."

The People's Daily said: "Certain members of leading groups are implicated in the conspiratorial activities of the gang of four and still have not been investigated." Others were political waverers, still under the "spiritual yoke" of the gang of four.—Agence France-Presse.

O.H.S. Transport of Rainham in Essex not only run the biggest fleet of Macks in Europe, they probably handle more tonnage per year than any other transporter in the Middle East.

Even big trucks, however, are not infallible. And when one of them broke down recently, O.H.S. sent their trusty Sherpa diesel van to the rescue, loaded with a big new engine no less.

In this business, every day lost is profit lost, so the Sherpa had to get out there fast, and without fail.

"After all," said Andrew Maclean, transport manager of O.H.S., "our motto is The Reliable One in International Trucking, so we can't afford to have a rescue van that will let us down."

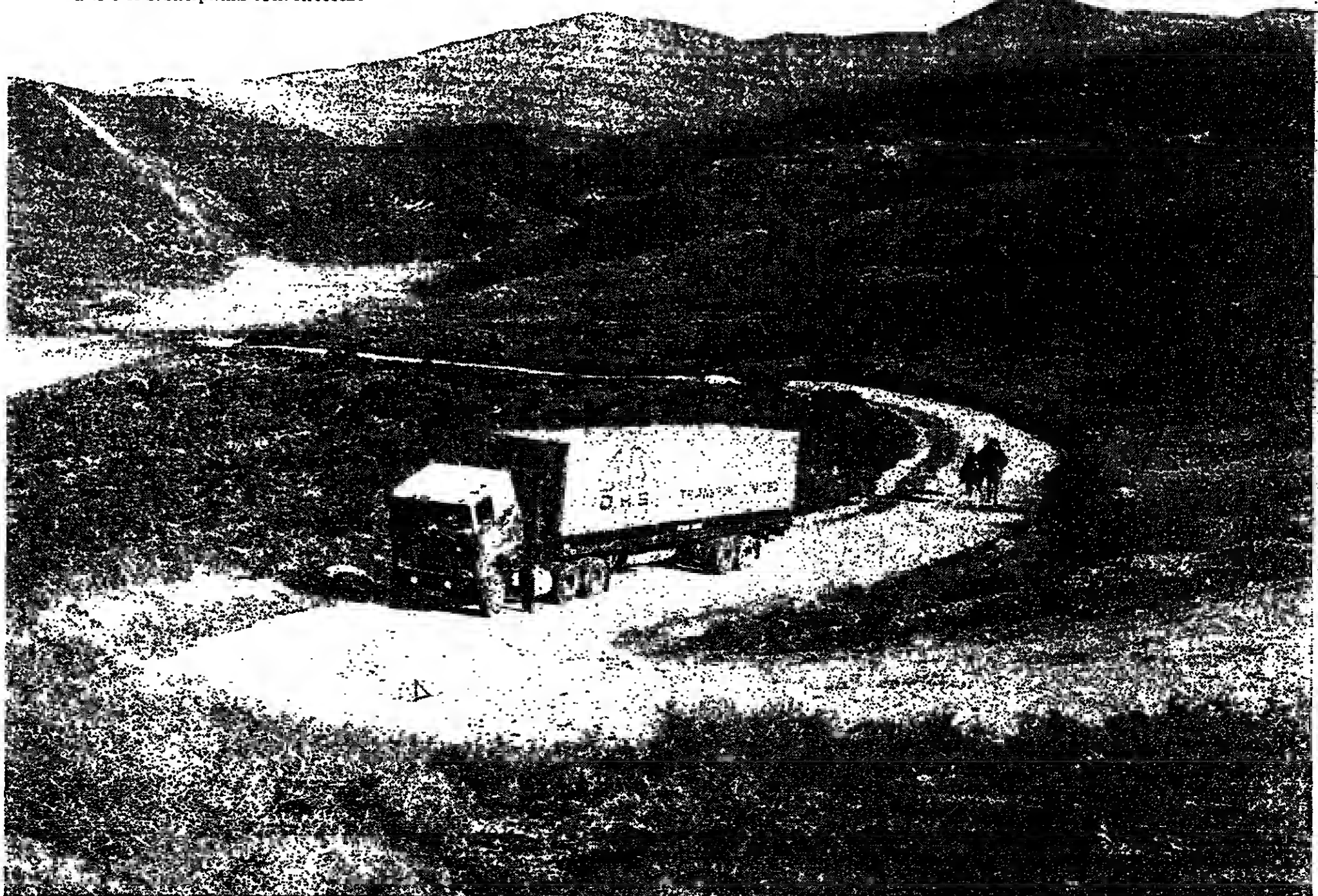
I can tell you, we looked into a lot of alternative vans before we chose the Sherpa. The O.H.S. Sherpa has been on rescue

missions to countries in Eastern Europe, carrying truck spares, tyres, clutches, the lot.

During the 10 months they have owned it, the Sherpa has covered 30,000 miles at an average of 23.49 mpg; a figure which both astounded and pleased O.H.S.

"For service over and above the call of duty, I'd award the Sherpa a medal any day," concluded Andrew Maclean.

It still carries Britain's best warranty. After all that, it's not surprising that no other van carries a warranty to rival the Sherpa's.



TEHRAN DAILY 09.55 NON-STOP

Our non-stop flights to Tehran run night through the week. Leaving Heathrow at a highly convenient 09.55. Arriving in Tehran in time for dinner. And all with the comfort of a 747. For full details of all our flights to Tehran, or to make reservations, contact your Travel Agent. **IRAN AIR** The world's fastest growing airline.

الخطوط الجوية الإيرانية

Rugby Union

Sanders reaffirms his faith in the progress of England

By Peter West

Rugby Correspondent

Anyone suggesting to Sandy Sanders, the chairman of selectors, that England by a third place in the championship have finished up at the second division again will get a bit of a buzz in his ear. "I resent any such idea," he says. "Wales were thankful enough to beat us with a late penalty at Twickenham and, as things turned out, we would not have needed much luck to win the Triple Crown."

No, indeed. I believe myself that even though Alastair Hignell missed some goals against Wales, England might still have succeeded with Peter Onon on a flank and both of their first choice props, Ian Cotton and Robin Coulson. All three of those players were injured. Where England were lucky was to play Wales on a trifling day that offset their opponents' superior skills and experience behind the scrumage. But the bantam Mr Sanders does not agree with this view, either. "I would have welcomed a day against Wales," he said, "with an admirable confidence in what might have been."

Four tries in the matches against Scotland and Ireland (the forwards contributing significantly to three of them) came as a welcome bonus, and it is worth noting that only France, who did twice, crossed England's front line this year. England by some way conceded fewer points (33) than any other country.

Mr Sanders is entitled to feel that England have made satisfactory progress, particularly as they started the championship against

the toughest opposition, France and Wales. Certainly, the performance of the forwards against Ireland. They showed tremendous discipline and controlled the destiny of the game. By rolling off the scrum they drew in the Irish loose forwards and stopped them causing trouble in the open."

After his reelection as chairman of selectors for the third season (this second stint) Mr Sanders will soon be nominating to the RFU the names of those he would like to serve with him. It would not surprise me if he wanted the same panel again. The selectors will now concentrate on choosing an England under-23 to play the Netherlands in early May (with Michael Weston as manager and Peter Onon as coach) and the B side with Derek Morgan and Peter Coulson in similar capacities to their Romanias at the same time. These expeditions may help to restore how at least the two senior England positions, which now seem ripe for a change of occupants, could be filled next season. Malcolm Young, an honourable mention, is likely now to be ended at scrum half. Barry Corless may make way for a younger player in the centre, too.

I suggested that the time had come in England's interests for Hignell to revert to his old position at the base of the scrumage, and it seems that the Bristol committee may be willing to promote him. Meanwhile, by their victory over France, a resilient Welsh side celebrated a climax to a marvellous decade of sports which has brought them five championship titles (and two more shared), four triple crowns (the last three in a row) and three grand slams. They have now won the triple crown 11 times, the grand slam on eight occasions. Both are records. This latest achievement, which preserves their unbeaten record in a championship game in Cardiff since 1968, comes after a gruelling Lions tour in which so many of their players are disappointed.

There is no evidence of decline in the play of men such as Gerald Davies, Gareth Edwards and J. P. R. Williams, and all Wales is hoping that following the short tour to Australia in the summer, this famous trio will soldier on together at least for another season.

I hear that Martin Cooper, who lost his place as England's stand-off half this season, has told the Moseley selection committee that he is willing to be chosen in another position. Further, it will help the club to overcome a sticky patch. This would enable Moseley to pick Les Cusworth as stand-off and Cooper on the wing where he played a few club games before Christmas.

Cooper is such a fine runner and ball player that he must be capable of inducing further England play on the wing. Some years ago, for West Midlands, he scored a classic try in that position against the All Blacks.

It looks as if Moseley may have no long term solution to an embarrassment of riches. Cusworth, who has been a consistent mark this season with the county champions, North Midlands, may get lucky first if he cannot obtain a regular first place. In such circumstances it would not be surprising if he thought of a move to Coventry.

Ward one of 11 new Barbarians

Tommy Ward, Ireland's exciting rugby discovery, heads the list of 11 new Barbarians for their Easter tour of Wales. The 22-year-old stand-off from Dublin won his first cap against Scotland in January and scored 38 points in four home international appearances.

The Barbarians, who play Penarth, Cardiff, Swansea and Newport, have also included Ward's Irish teammate, Alastair McKibbin. Of the other newcomers, five were in the England side who beat Ireland on Saturday-Dodge, Young, Rafter, Colclough and Scott. Two Scotsmen, Cranston and Duff, and a Welshman, Jones, also include two uncapped forwards, Richardson, of Aberavon, and Davies, of Swansea. The new Barbarians will play their first tour, and Barbarians also include two uncapped forwards, Richardson, of Aberavon, and Davies, of Swansea. The new Barbarians will play their first tour, and Barbarians also include two uncapped forwards, Richardson, of Aberavon, and Davies, of Swansea.

Golf

Holders down at the first hurdle

By Peter Ryde

Golf Correspondent

Avia, university and this week, the Sunningdale foursomes. The devotees of that form of the game had better mark the start of it for the season stretches miles ahead with hardly a foursome in sight. But foursomes have loyal supporters for the Sunningdale event has over subscribed by more than 40 couples although the handicap limit has been reduced to three for the men, and four for the women. The Old Course is over its troubles; both there and on the New, the greens were surprisingly fast considering the heavy rain and the fairways show a vast improvement on a year ago.

The big names do not turn up as they used to, and for that reason it is not the same. Colles, partnered by Tarbuck, leave the scene so early. Last year, they reached the last 16, but yesterday's winners were beaten by professional, Beard, and his amateur partner, Weir.

The winners did not play out satisfactorily and the match was nearly summed up by Tarbuck when he said: "We missed the ones that mattered, and they did not." The top professionals are still represented by such as Gallacher, C. Hunt, and McClelland, not to mention the home professional, Clive Clark, who has twice been in a winning combination.

Davies, back with his old professional partner, King, in the victorious foursome of 1972, can usually be relied on to provide excitement of some kind. This time it was in a really letting his drive up against a pair who with three to play against the father and son combination of the Combs. At the 16th, King cut his drive against a pair who with three to play against the father and son combination of the Combs. At the 16th, King cut his drive against a pair who with three to play against the father and son combination of the Combs.



Coles and Tarbuck: entertaining couples short-lived at Sunningdale.

Yesterday's results at Sunningdale

Old Course	New Course
First round A. S. Davies and Mrs. G. Davies beat P. Ryde and Mrs. P. Ryde 2 and 1. P. Ryde and Mrs. P. Ryde beat A. S. Davies and Mrs. G. Davies 1 and 0. A. S. Davies and Mrs. G. Davies beat P. Ryde and Mrs. P. Ryde 2 and 1. P. Ryde and Mrs. P. Ryde beat A. S. Davies and Mrs. G. Davies 1 and 0.	First round P. Ryde and Mrs. P. Ryde beat A. S. Davies and Mrs. G. Davies 2 and 1. A. S. Davies and Mrs. G. Davies beat P. Ryde and Mrs. P. Ryde 1 and 0. P. Ryde and Mrs. P. Ryde beat A. S. Davies and Mrs. G. Davies 2 and 1. A. S. Davies and Mrs. G. Davies beat P. Ryde and Mrs. P. Ryde 1 and 0.

Motor racing

Formula One count cost of Trophy chaos

Formula One team managers yesterday counted the cost of repairing their expensive machinery after Sunday's chaotic race at Silverstone. Only four drivers finished the event which took place in atrocious conditions. Few cars escaped damage and they did and spun off the rain-flooded track.

Colin Chapman, head of Lotus, will find it difficult to raise a smile. Mario Andretti, the current leader in this season's wild title battle, gave Mr Chapman's new Lotus its first run. But the car was extensively damaged when it plunged off the circuit and struck the stationary and equally brand-new Shadow of the Swiss driver, Regazzoni. Lotus and Shadow apart, much work will have to be carried out on the Brabham of the world champion Lauda, the McLaren of Hunt, the Lotus of Peterson, the Tyrrell of Depailler, all among the victims of the weather.

Much of the £100,000 entry fund guaranteed to be paid to the Constructors' Association, so that their members would form a starting grid, will be used for this purpose. In effect, the £250,000 prize will be paid to a family of four to watch, will foot the bill.

The race was won by Rosberg of Finland in a Tyrrell, the second place by a challenge from the twice world champion, Plimuddi, who had to settle for second place. The other half of the podium was taken by a German, Langer, an American, Teague, and a fourth respectively in a pair of Tyrrells.

It was Rosberg's second appearance in a Grand Prix car and the first time a Finn had won a Formula One race.

Unbeaten Wrekin stand in favourites' path

By Nicholas Keith

The opening day of the national schools seven-a-side competition yesterday left a number of question marks to be resolved today over the Festival event for schools which play rugby for one term. Tomorrow begins the open event. The schools which play two terms of rugby.

In the Festival, 30 schools were divided into 16 groups on three pitches—at Rosslyn Park, Bank of England, and KCS Old Boys. When the round robin series of matches is completed this morning, the winners of each group will enter a knock-out contest. The participants include teams from the Isle of Man (King William's), Canada (Ridley College), and Greece (Campton), but the overseas visitors did not make much impression.

Ampleforth, the holders, must be favourites because they have four wins from last year's side, the first to achieve the double in Festival and open competitions. They are coached by John Wilcock, a former England full back. But they were not given an easy draw, and this morning they will have to face the unbeaten Wrekin.

So far, Ampleforth have scored 82 points and Wrekin 78. In the same group were Prior Park, the 1976 runner-up, but they lost their first two matches and their chance of success this year.

Monmouth, three winners of the Festival, had no answer to an impressive Loughborough seven which beat them 21-10 in their first match. Loughborough (22 points) to nil. Loughborough were sound in defence.

Festival competition results

Group	Winners	Points
Group 1	Ampleforth	82
Group 2	Wrekin	78
Group 3	Prior Park	70
Group 4	Monmouth	65
Group 5	Loughborough	22

Nicklaus makes it 65 wins

Jacksonville, Florida, March 20. Jack Nicklaus won his third tournament players' championship yesterday with a one-over par score of 239 despite slipping to a final round 46 from the hole. However he managed to get down in two to save par and preserve his victory.

Nicklaus went one over par on three occasions and had no birdies as he beat Lou Graham in one of the United States' most prestigious events, the \$500,000, which was the 65th of Nicklaus' career and increased his record to 65 wins.

In his last four appearances he has won twice and been runner-up twice.

The victory was the sixtieth of Nicklaus' career and increased his record to 65 wins.

Miss Little wins play-off

San Diego, March 19. Sally Little, of South Africa, birdied the final hole on her way to a career-low 65 (against a par of 72) to win the play-off against Nancy Lopez to win the \$22,500 first prize in the Kathy Crosby Open at the Rancho Bernardo Inn Course.

Miss Little, a 26-year-old, took the title when Miss Lopez, 26, missed the third successive putt in the final hole, being one over par.

An Australian, Penny Pult, who had been in contention all day to register her first win on the United States tour, missed the play-off when her three-foot putt on the final green lipped the hole. Miss Lopez, playing in the following final group, was an inch short of a hole-in-one putt that would have given her victory.

Miss Little, whose only other win came nearly two years ago, was the first South African to win a major US women's tournament.

Olympic Games

IOC manifesto names evil threats to sport

Lausanne, Switzerland, March 20.—The International Olympic Committee (IOC) today called for permanent contacts between the Olympic movement and governments to curb increasing political interference in sport.

An 11-page manifesto issued by IOC headquarters there attacked what it branded as the present "exaggerated nationalism, discrimination of all kinds, and manipulation of the media" which threaten the Olympic movement.

Observers were surprised the manifesto contained no demands for permanent contacts between the IOC and governments. It did not spell out what form these contacts might take.

It also suggested that bodies involved with sport should continue to study the possibility of setting up a "supra-national body" for world sport, comprising representatives of the three branches which form the Olympic movement: the IOC, the International Federation of Professional and Amateur Sports (IFPA), and the International Association of Athletics Federations (IAAF).

The manifesto made no reference to particular political problems in sport, such as boycotts of South Africa, Israel, and Taiwan.

Treasure finally buried under RAF onslaught

RAF 4 Army 0

The first day of the inter-services hockey championships provided a surprise when the holders, the Army, were comprehensively beaten by the RAF side at Portsmouth yesterday.

Only some brave goalkeeping by Treasury and some desperate clearance prevented the RAF from annihilating their opponents who have lost several key members of their championship winning side of last year.

The United Services pitch quickly fell up to the incessant making, passing, shooting and providing a stern test of the skills of both sides. Bates opened the scoring in the third minute after some neat work on the right by Bates. The Army struggled to break away from their own half and they did the dominant Draper soon cleared any danger.

Therefore it was hardly a surprise when the RAF went further ahead after 20 minutes. Oraper's header shot from a short corner was blocked but Conway was well positioned to strike in the loose ball.

Such was the measure of the RAF's superiority that the Army spent the second half pinned under the defensive with Draper playing in front of the back and pressure on him to lend his support to the waves of attacks which descended on Treasury's goal.

Durden added the third with a penalty kick after a Bates shot had been blocked on the line and then Bates scored the fourth after a fine individual run, while the Army tried to force the issue on Saturday. Today the Army meet the Navy.

Even England's training bus is held back by the mud

From Sydney Friskit Buenos Aires, Mar 20

England play their first match in the World Cup hockey tournament here tomorrow against Australia who beat them 3-2 in London on March 11. Ireland will face 2-1 to Argentina yesterday, face a severe test against Pakistan, who were runners-up to India in the previous tournament three years ago in Kuala Lumpur.

Although England have had no match practice because of bad weather they have not lost the confidence gained from their 2-1 victory over India at Lord's. They have, however, lost a bus. On their arrival in Buenos Aires, the Argentine coach for training the driver took the wrong turning and put the vehicle aside-deep in mud. Argentina's players, who were waiting for the bus, had to be rescued by a local Argentine bus and so the whole occasion was abandoned.

Tomorrow the situation is more crucial for Ireland who must at least take a point off Pakistan if they hope to qualify for the quarter-finals. The feeling in the Irish camp is that their performance was not as good as it should have been and that the fruit lay in relying too much on Gregg to set up and complete their attacks.

When the 1-1, Simmon thought that he had scored a perfect goal from a short corner, but the umpire did not think that was a goal. The feeling was that the Irish had an unlucky period for Ireland with Gregg shooting against a post and then against the stick of a defender on the goal line. Gregg had given Ireland the lead from a long-range shot, but his goal was disallowed. The Argentine, with the techniques familiar to Latin European countries, put sufficient force into their attacks for the Irish to be unable to equalise. Gregg, a tall and powerful centre forward, won the match from a penalty stroke eight minutes before the end.

There could have been two surprise results which would have put England in a favourable position yesterday. West Germany, who were the best players in the world, were in danger of dropping a point to Canada until Seifert broke through unexpectedly to win the match 2-2. Brazil, who were the best players in the world, were in danger of dropping a point to Canada until Seifert broke through unexpectedly to win the match 2-2.

Football

Big demand to watch Liverpool

München Gladbach, West Germany, March 20.—The West German football champions, Borussia München Gladbach, today reported a big demand for tickets for the European Cup semi-final round match with Liverpool on March 29. Club officials said that all stand seats in the stadium would probably be filled to its 70,000 capacity for the first leg match.

Borussia's receipts for the game, including the sale of television rights, could reach \$750,000. The West German side's main worry is whether their striker Simonsen, last season's European Cup winner, will be fit to play. The Danish right winger received a leg injury in last weekend's league match against Eintracht Brunswick, and will miss Saturday's game.

Chelsea's mid-field man, Ray Wilkins, who has a groin injury, has been ordered to rest by a doctor. He is hoping he will be fit to play for England's international against Brazil at Wembley on April 19.

Forest may have to play O'Hara

John McGovern, the little Scot who has played under Brian Clough at Hartlepool, Oxbury, Leeds and Nottingham Forest, will be the centre of attention as Forest prepare for tomorrow's League Cup final replay with Liverpool at Old Trafford. Forced back into the side early after a bad groin strain which kept him out of the limited playing resources, McGovern started in the FA Cup defeat against West Bromwich Albion last week and lasted only an hour at Wembley.

We are hoping he will be OK," Mr Clough said on Saturday. "The groin troubled him and he did get a bit tired, so we whipped him off early."

McGovern was badly missed in the second hour. Without him Liverpool were able to dominate in midfield and, if he is not fit for the game, Forest will have to play O'Hara and draft in someone from outside their first-team pool because their other senior players are either unfit or unreliable.

Liverpool's only problem is whether to call on their substitute, who has a groin injury, to change their line-up. Kennedy should have recovered from the stomach upset which almost caused him to miss the Wembley game and the only match casualty was Thompson, who took a slight knock on the leg.

Forest's striker Elliott, aged 19, travelled with the Nottingham Forest party to Scarborough yesterday and could win a place in the Liverpool side. Mr Clough is worried about the form of Forest's leading goalscorer, Withe, who may be dropped unless he can show improvement in training at Scarborough today.

Elliott has scored 19 times in Central League games and has yet to play in the league team but Mr Clough insists "He has every chance of playing against Liverpool." If Mr Clough were to gamble on Elliott he would be

100m in 10sec

Brisbane, March 20.—An Australian sprinter, Paul Naracott, aged 15, equalled the British Commonwealth 100 metres record yesterday with a brilliant 10.0sec run in the national championships here.—UPI.

Rugby League

Leeds face Featherstone in semi-final

The holders, Leeds, will meet Featherstone Rovers in the first semi-final of the Rugby League Challenge Cup on April 1.

Warrington will meet the favourites, St Helens, in the other semi-final on April 8, thus assuring an inter-county final at Wembley. The venue will be announced tomorrow.

Americans pay penalty

By Joyce Whitehead

The American women's rowing team played another draw yesterday and once again the scoreline included a penalty goal. At 11.30 on a dry pitch beneath a cloudy sky, the North attacked hard with short passes for the first seven minutes but were unable to score until five minutes before half-time.

Then Pam Hixon, an American defender, desperate to prevent the ball going in the net, fell across the goalmouth. The resulting penalty stroke was converted by Catherine Gail, a centre half, to give the North a 1-0 lead. This was the third penalty goal to be conceded by the United States in eight matches.

It was 11 minutes into the second half before the United States scored, but the goal was worth waiting for. Their captain, Julie Staver, carefully sent a long ball into the goalmouth, and the ball was shot in by one of the forwards.

The North, without Anne Lunt, who is injured, played Annette Imiso (Durham) at left back,

Cricket

Australia slump to second Test defeat

Bridgeport, Barbados, March 20.—Australia slumped to their second Test defeat against the West Indies here today, with their batting again proving too fragile to withstand the West Indies pace barrage. West Indies won the first Test in Port of Spain by an innings and 106 runs after being bowled out by nine wickets.

Australia could have set West Indies a winning target of about 200 runs they might have made a fight of it. As it was, the victory target was only 141, and the only doubt was how long it would take the West Indies to win. The Australian bowlers had done better than expected on a good batting pitch, securing West Indies to 288 in reply to Australia's first innings total of 250.

However, Australia collapsed to 178 all out in their second innings, leaving the West Indies to score 141 for one to win in less than an hour.

Rackets

Unostentatious Oxford pair foil Cambridge

By Our Rackets Correspondent

Oxford were markedly steady and took the lead over Cambridge when Frederick Sazow and Jonathan Orders defeated the Nicholls brothers, Mark and Paul, by 15-6, 18-15, 8-15, 15-7, in the university rackets match at Queen's Club yesterday. The two singles matches involving the same four players will be played this afternoon.

Last year the Nicholls brothers won the doubles and Mark, the senior, went on to take the singles match. They were favoured to do the same this time as Mark Nicholls recently gave a good account of himself in the open singles championship. But Oxford, with a sound and unostentatious display, thwarted them and earned their victory.

Sazow, the smallest of the four players and the most industrious, set the pattern in the first game, inspiring his partner to play up to his level, and then ended what lurking hopes Cambridge may have had of saving the match.

Cambridge lost their main chance in the second game. They led 13-9, showing signs of settling down. Though caught at 12-13 they had four more hands and could score only one point in the set of three. The third game was the one bonus Oxford allowed them.

Latest European snow reports

Station	Depth (cm)	Wind	Temp (°C)	Remarks
Andermatt	100-250	SW	-10	Heavy snow on firn base
Avoriaz	220-280	SW	-10	Good powder
Flaine	120-340	SW	-10	Wet snow on lower slopes
Grindelwald	5-115	SW	-10	Fair
Isola	190-250	SW	-10	High wind, some lifts closed
Niedercorn	25-75	SW	-10	Fair
St Anton	45-300	SW	-10	Good powder
Saize d'Oulx	115-235	SW	-10	Good heavy
Verbier	40-230	SW	-10	Good varied
Wengen	130-130	SW	-10	Good powder
Zermatt	300-320	SW	-10	Good powder

Stack ends bleak spell at Wolverhampton

9

Social Focus

After more than 20 years of political wrangling about the best way to improve the pensioner's lot, the Government's new pension scheme will be implemented at last on April 6th. Pat Healy, social services correspondent, explains the new deal.

How it will work and what you will get

So far, despite an enormous amount of effort by ministers and civil servants to publicise the new pension scheme, straw polls show that few people have begun to grasp what it is all about.

The first point that needs to be understood is that this pension scheme will last. It has all party support and the approval of the private pensions industry. That means that the prolonged uncertainty of the last decade, during which three major new pension schemes have been proposed, is over. No government will want to change the structure of the new scheme unless it is clear that it has failed in its objectives.

The objectives are to provide pensions large enough to stop more than half our pensioners living below, or close to, supplementary benefit level, and to improve provision for widows and invalids.

These aims cannot be achieved by the private pensions industry alone because their schemes do not cover all working people and many private pension payments are extremely low. In 1976, the last year for which figures are available, 198,000 people with occupational pensions and 4,000 with private pensions also received supplementary pensions to bring their incomes up to subsistence level.

Private pensions have nevertheless helped to reduce the numbers of pensioners claiming supplementary benefit. In 1976, 1,687,000 of the 8,417,000 pensioners claiming supplementary benefit but another 600,000 were eligible and did not claim. Several thousand more found themselves better off by giving up their claim to supplementary benefit in return for rent and rate rebates.

What the new scheme offers is a partnership between the state and the private pensions industry to ensure that both provide sufficiently good pensions to lift most pensioners off supplementary benefits altogether. It will help future pensioners to rely on existing pensioners have to rely on the whims of the government of the day to do more than their legal duty of raising pensions

in line with earnings or prices, whichever is higher.

The basis of the new scheme is that it will provide all employees with pensions in two parts. The first part will be the flat-rate basic state pension, worth £17.50 now. The second part will be an earnings-related additional pension paid either by the state or by an occupational pension scheme. Both parts will be inflation proofed, but in different ways. The basic pension will continue to rise in line with either wages or prices, whichever rises faster. The additional pension will be linked only to prices. That will mean that, whereas wages rise faster than prices, the basic pension will also rise faster than the earnings-related additional pension.

Except for women, the new pension scheme makes few changes to people's rights to the basic pension. Broadly, people who pay contributions for nine-tenths of their working lives will be entitled to the full basic pension when they retire.

Rights to the additional pension from the state will build up throughout the individual's working life, with a maximum period of 20 years. But the first additional pensions will be drawn by people retiring after April 1979.

The additional pension will be based on earnings between the base level, which will always be the level of the existing flat-rate pension, and a ceiling of roughly seven times that amount. The current limits are £17.50 at the base level and £120 at the ceiling. No pension will be paid on earnings above the £120 ceiling, but pension entitlement can be increased by deferring retirement and the increments for that are being increased under the new scheme.

The additional pension will be worth one-eighth (12.5 per cent) of earnings between the base level and ceiling for each full tax year to which contributions have been paid from April 6. To get a full additional pension, 20 years of contributions must have been paid, but for each year of contributions some earnings-related pension will be paid.

Once 20 years of contributions have been paid, the contributor will be

entitled to one quarter (20 eightieths) of his earnings between the base level and the ceiling in additional pension. If he or she has paid for more than 20 years on retirement, the 20 best years of earnings will be used to calculate the additional pension.

That provision is intended to help people whose earnings fall off towards retirement, or whose employment is interrupted. The two groups it is likely to help most are manual workers, whose best earning years are normally between the ages of about 30 and 50, and women who stop work to raise children or to care for elderly or sick relatives.

The calculations for working out the additional pension are complicated. The actual earnings in the last full year of contributions—that is, the tax year before retirement age—will be counted in cash terms. Earnings in all previous years back to April 1978 will be "revalued" in line with the movement of earnings. In both cases, only earnings between the base level and the ceiling will count and both will rise each year as the basic pension increases.

If by 1982-83 the basic pension has risen to £27.50 and the ceiling to £1,000 a week, the calculation will be based on the annual equivalent of those figures. The base level will be £1,430 and the ceiling £10,000.

An employee retiring in 1984 on £10,000 a year will have £8,570 of his earnings in his last year counted towards his pension after the new base level of £1,430 has been deducted. For all previous years, his earnings will be revalued and the base level again deducted. If his earnings were £3,900 in 1978-79 and earnings rose by 46.4 per cent in the next five years, his earnings would be revalued at £5,710 for that year. After deducting the base level of £1,430, he will be left with revalued earnings of £4,280 to count towards his additional pension.

Similar calculations will be made for the intervening years so that the total sum on which the additional pension is based will be much higher than the cash total of actual earnings.

In addition, the new pension scheme offers some compensation for the fact that the last part-year of contributions will not count towards the additional pension. Newly awarded additional pensions will be increased by the proportion needed to protect them against price inflation in that year.

Thus, a man retiring in January 1984 after existing additional pensions were increased by 5 per cent the previous November will have his own additional pension increased by the same amount in January. Thereafter, his additional pension will be increased annually in line with the movement in prices.

The total eventual pension after the scheme matures in 1998 will be worth more than half his final wages for a married man on average earnings. People on lower wages will get proportionately more out of the scheme: a married man earning £40 a week will retire on a combined pension of £33.65 in today's terms, or 84 per cent of his final salary, once the scheme has been in force for 20 years.

To be able to contract out of the state scheme, occupational pensions schemes must offer benefits at least as good as the additional pension. But the employer will have to pay the earnings-related pension in cash terms only; the state will provide the inflation-proofing for occupational pensions.

As well as providing an initial pension to the employee that is at least as good as he would have earned through the state scheme, occupational pensions must also provide a pension for widows of at least half that amount. That will bring private pensions into line with the state scheme, which will offer widows earnings-related pensions for the first time.

At the start of the new scheme between eight and nine million employees are expected to be in contracted-out occupational schemes, with about 14 million paying into the state scheme. The self-employed are not covered; they will still pay into the basic state pension scheme but not into the earnings-related part.

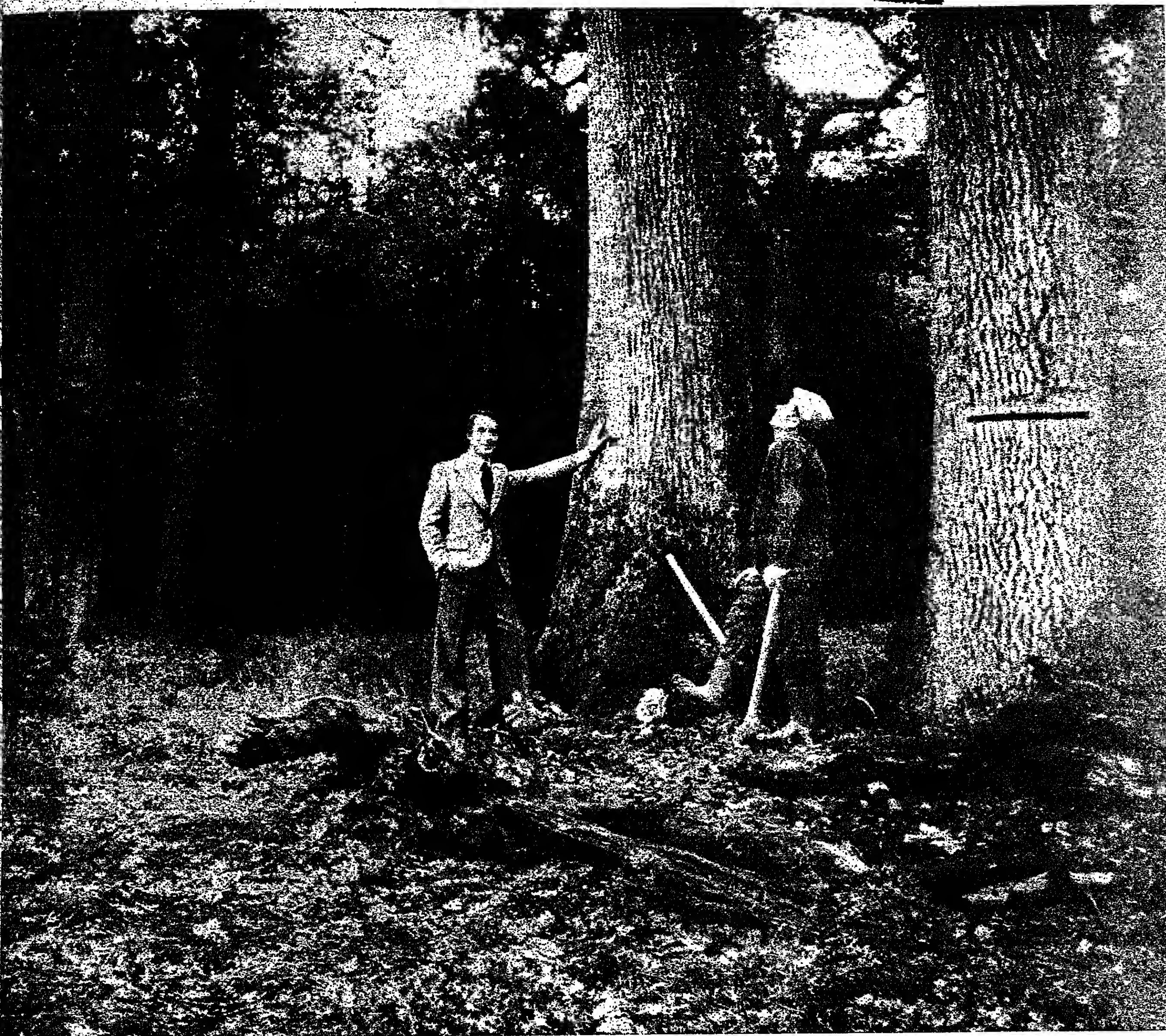
Here are examples of pensions payable under the new pensions scheme. They are expressed at 1978 values and show the amounts for a single person and married couple with the husband only contributing. If the wife also contributes, her pension will be at the single person's rate.

Weekly pay	After 5 years			Total married couple's pension
	Personal pension	Wife's pension		
£35	£18.80	£10.50		£29.10
£50	£19.65	£10.50		£30.05
£80	£21.40	£10.50		£31.90
£105	£22.95	£10.50		£33.45
£120 or more	£23.90	£10.50		£34.40

Weekly pay	After 10 years			Total married couple's pension
	Personal pension	Wife's pension		
£35	£19.70	£10.50		£30.20
£50	£21.55	£10.50		£32.05
£80	£23.30	£10.50		£33.80
£105	£24.85	£10.50		£35.35
£120 or more	£26.30	£10.50		£36.80

Contributions					
Not contracted-out.			Contracted-out.		
Your gross weekly wage	What you pay (6½%)	What your employer pays (10%)	Your gross weekly wage	What you pay (6½% to basic level, 4% above)	What your employer pays (10% to basic level, 5½% above)
Under £17.50 (lower limit for 1978/79)	None	None	Under £17.50 (lower limit for 1978/79)	None	None
£17.50	£1.14	£1.75	£17.50	£1.14	£1.75
£25	£2.27	£3.60	£25	£1.84	£2.71
£30	£3.25	£5.00	£30	£2.44	£3.54
£40	£5.20	£8.00	£40	£3.64	£5.19
£50	£6.82	£11.50	£50	£4.64	£6.56
£60 (upper limit for 1978/79)	£7.80	£12.00	£60 (upper limit for 1978/79)	£5.24	£7.39

هذا هو اصل Martell



The Forest of Tronçais.

"If an oak cask is to mature Martell properly, the oak itself must be mature.

These trees were planted in my great-great-great grandfather's day.

For most people in our business that's amply old enough.

I, however, shall leave them for my son.

After all, when you've been making cognac as long as we have, what's one more generation?"

PATRICK MARTELL

MARTELL

THE FAMILY OF COGNAC SINCE 1715.



THE TIMES

BUSINESS NEWS

Mr. Healey fails to move on need for further stimulation of economy

Mr Healey fails to move on need for further stimulation of economy

Michael Hornby
March 20

Mr. Denis Healey, has failed to move the Government's economic policy in any significant way since his appointment as Chancellor of the Exchequer in January. Healey's first major speech, in the House of Commons on March 16, was a cautious statement of the Government's economic policy. Healey said that the Government's policy was to maintain a steady state, with growth at 4 per cent, inflation at 6 per cent, and a balance of payments surplus. Healey also said that the Government was committed to a policy of fiscal prudence, and that it would not be tempted by the prospect of a large budget surplus to increase spending.

Healey's speech was widely regarded as a disappointment, because it failed to provide any new information about the Government's economic policy. Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Healey's policy has been criticised by many economists, who argue that it is too cautious and that it will not be sufficient to stimulate the economy. Healey's policy has also been criticised by the opposition, who argue that it is too inflexible and that it will not be able to cope with the challenges of the future.

Ever Ready price rise down to 2pc

By Patricia Tisdall

Ever Ready battery company is to be forced to curb its proposed price increases to the 2 per cent recommended by the Price Commission despite objections made by the company last week to Mr. Roy Hattersley, Secretary of State for Prices and Consumer Protection.

In an Order laid before Parliament yesterday—the first to be made under the 1977 Price Commission Act—Mr. Hattersley is implementing in full the commission's recommendations on Ever Ready's price increases. The curbs will last until August 30, unless the Secretary of State decides to vary or revoke them "in the light of new circumstances."

Ever Ready, which said last night that the commission had cut its recommended price increases to 2 per cent, said it was "unacceptably low level" and would seek further meetings with Mr. Hattersley.

It is expected that the commission will give details of a proposed investment programme running to between £35m and £40m over the next two to three years.

The company refused to give details of this to the commission, which it considers has already betrayed useful information to international competitors.

According to Mr. Lawrence Orchard, Ever Ready's chairman, the report contains information which is "harmful to Ever Ready and to British industry."

A substantial part of this investment, probably about £10m, has been earmarked for production of new high technology "long life" and specialist battery systems used in such products as electronic calculators and digital watches.

The development could be located at one of the company's four plants in the United Kingdom, of which its factory at Tanfield Lea, Yorkshire, with an employee total of 1,400 is the largest.

But a spokesman for the company said last night that the report was "not a claim for the new types of battery to be made in one of the company's European production units, in Italy or Germany."

It is thought that had "firm quantification" of the investment, particularly the plans to move into the new types of battery, been given to the commission, the company might have been allowed a larger price increase.

The Price Commission blocked the 7 per cent increase Ever Ready was seeking on the grounds of the company's dominance in the market and historically high returns on capital.

Ever Ready, which was also criticised by the commission for being "flexible" in its pricing policy, has concentrated its production on the traditional zinc carbon types, where it holds 74 per cent of total sales.

Although they account for more than 90 per cent of the total zinc carbon battery sales, they have stagnated during the past three to four years, while those of the newer types have been showing growth rates in excess of 20 per cent.

The company said last night that it was "not aware of any immediate increase of 2 per cent in the recommended list prices of zinc carbon batteries. The balance of 5 per cent would be applied from September 1."

Consumer expenditure in the final quarter went up by 1 per cent, having fallen earlier in the year when real living standards were depressed.

The increase in domestic consumption coincided with a 5 per cent drop in the volume of exports at 1970 prices. This measure is becoming increasingly suspect because it does not allow for the dramatic increase in oil prices during the present decade, an increasingly important aspect of Britain's economy.

The net effect of the decline in exports was, in any case, slightly softened by the fact that imports also fell in the fourth quarter, by the smaller amount of 2 per cent, with a 3 per cent fall being recorded for goods and 1 per cent for services.

The decline in exports was nonetheless worrying, and is made worse by the fact that investment fell by 11 per cent in the fourth quarter because of the impact of the swingeing cuts in the public sector capital programme.

During 1977 public sector investment fell by 16 per cent, private housebuilding by 8 per cent, while other private sector investment increased 61 per cent.

£300m reduction in cash for loss-making operations under new strategy

Leyland investment switch from cars



Mr. Edwards: reading last year's accounts yesterday.

By Clifford Webb

Mr. Michael Edwards, chairman of Leyland, disclosed yesterday that the new strategy plan now being considered by the Government contained a major switch in investment from the loss-making Cars operation to the Leyland's profitable Truck and Bus and Special Products subsidiaries.

He was commenting on preliminary results for last year which showed a loss of £31.5m, including £31.5m less by BL Cars, which effectively cancelled a profit of £26.6m by trucks and £8.4m by Special Products.

BL would have broken even had it not been for a special provision of £33.9m to cover the cost of closing the TR7 plant at Speke, Liverpool, and further cuts planned in South Africa and Scandinavia.

The reduction in investment for Cars—believed to be as much as £300m—is bound to lead to protests from shop-floor unions. It was disclosed at yesterday's press conference that the changes had not been discussed with shop steward representatives on BL Cars' council—the top tier of the employee-management participation machinery.

Shop stewards in the Leyland Cars plants will be doubly upset that £100m of the £300m has been diverted 50-50 to Truck and Bus and Special Products.

There will be accusations that the investment switch to more profitable operations has been done to make the proposed new long-term financing arrangements more acceptable politically.

Mr. Edwards declined to comment on newspaper reports that he had asked the Government for £400m to be injected as equity funding.

However, when the official announcement was made it would be apparent that he was aiming for a financial arrangement with no strings attached other than the long-term business plan.

Asked what would happen if the Government did not meet his funding requirements, he said: "We shall have a hell of a problem. But it is inconceivable to me that the funds will not be forthcoming from our shareholders."

He said BL central spending in 1977 had totalled £366m, but "very considerably more" would be required this year.

What was not acceptable was a return to the previous "on-off" situation when the allocation of investment funds tried to keep step with industrial relations.

This gave undue prominence to disputes which might otherwise have been resolved earlier. It was a situation which did not apply to BL's competitors. If BL management still did not perform it would have to pay the ultimate price.

Mr. Edwards said that with a pre-tax profit of £31m the company was "in a position to even on trading. In view of the

very difficult circumstances encountered in 1977 with labour and other problems, the previous management deserved to be complemented.

He said it would be grossly unfair to condemn any company to summary execution on the basis of one year's results. The heavy losses sustained by cars showed the urgent need for a major restructuring of the recovery of recent months.

Car production so far this year was 18 per cent up on the same period of 1977 but there was still a need for caution—"on a summer" he said.

However, there were good things to report. Since November 1 Rover production had doubled and management were now planning a further 35 per cent increase in the next few months.

The availability of Rover cars would test the patriotism of all those company executives who claimed that they had had to buy foreign because they could not get delivery of a Rover.

He expected another difficult year this year with no big increase in profits because management were still wrestling with fundamental problems.

At £24m, Speke accounts for more than half the special provisions for closures and cutbacks. Company sources said this includes an amount to cover TR7 jigs and fittings which BL still hopes to transfer from Speke to Coventry. The planned new home of the TR7.

Merchant banks dealing in shares about which they are also acting as "independent" advisers to shareholders should disclose their dual interest, a High Court judge said yesterday.

Mr. Justice Slade criticized Keyser Ullmann for not disclosing to minority shareholders its interest in Amalgamated Industries, whom it was advising on a proposed scheme of arrangement, that it was also engaged in subsidiary underwriting activities in Amalgamated shares.

Dismissing objections to the scheme, the judge said that Keyser Ullmann's advice to the shareholders had been correct.

But, he added, his conclusion should not be taken as encouragement to Keyser Ullmann, or any similar institution, to act in such a dual capacity without disclosing interest.

Sanctioning the scheme, which converts Amalgamated's minority, ordinary shares into cumulative second preference shares, the judge said that in December one department of Keyser Ullmann drafted advice to shareholders to accept the conversion offer.

Subsequently another department agreed to undertake the underwriting activity, which would have brought profit from the advice given to the shareholders.

It was not until later that one department knew what the other was doing.

EC official sees little prospect of Japanese concessions in trade row

W. E. J. A. S. (about £273m) with this year.

Grounds for the said that Japan had not been able to open its market to European exports. He described the prospects for a trade agreement as "bleak."

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

He said that Japan's offer to reduce tariffs on processed goods was "not a complete bloody

Sir Roy went on to point out that the Japanese Government, Vice-President of the European Commission, who arrived in Tokyo on Saturday, hoped to sign a joint statement of accord this week before he leaves on Thursday.

"Our aim is to try to work towards a joint statement before Vice-President Haferkamp leaves on Thursday, which would set out the constructive joint view towards the problems which confront the European Community and Japan."

Sir Roy described his projected meetings with Mr. Nobutaka Ushiba, Japan's Minister for External Economic Affairs, as "friendly."

But he said: "The prospects of an agreement seem bleak. Unless there is a great change over the next two days there is no chance of reaching an agreed statement this week. This is not because Europe has put forward arbitrary or unreasonable demands."

Europe would insist on an agreement which forced Japan to take definite steps to reduce its trade surplus with Brussels. Tokyo, he asserted, provided his delegation with an assurance that Japanese airlines would buy aircraft from Europe.

At the same time Europe hoped that Japan would agree to hasten its programme of reducing tariff rates during the current round of talks in Geneva.

"We want a tangible sign that Japan intends to purchase aircraft from Europe. We want a statement which contains real substance, Vice-President Haferkamp has made it clear he has come to Japan to get results, not banalities and general statements," Sir Roy added.

Competition curbs: Japan and EEC have agreed to curb competition in selling steel to third parties—especially the United States, informed sources said today (AFP-Dow Jones reports).

Sales of Japanese and European steel in the United States led to a loss of business and jobs in the American steel industry, and to the setting of minimum prices on imports.

The sources giving information on the new accord, reached on Saturday, were from Japan, Japan and EEC have agreed to curb competition in selling steel to third parties—especially the United States, informed sources said today (AFP-Dow Jones reports).

The agreement sets minimum prices for imports of Japanese steel into the Community. It would incorporate an earlier Japanese pledge to hold down steel exports to the EEC to the 1977 level of 1.27 million tons.

the gases from the crude and ship them in special tankers. Chevron, operator for the Ninian field, is already facing a four-month delay on the start of oil production from the field. Unless some kind of emergency measures are introduced to extract the petroleum gases, it also faces a drastic reduction in output from Ninian in July at a time when production should be building up and yielding substantial revenue.

Facilities at Sullom Voe for receiving oil from the Brent, Ninian and associated fields have fallen behind schedule.

By Roger Violevoe
Delays in construction of a plant for processing liquid petroleum gas at the Sullom Voe oil terminal in the Shetland Islands has forced the California-based Chevron group to consider ordering a £15m floating processing unit to handle oil output from its Ninian oilfield.

Chevron may order £15m vessel to speed Ninian flow

By Roger Violevoe

Delays in construction of a plant for processing liquid petroleum gas at the Sullom Voe oil terminal in the Shetland Islands has forced the California-based Chevron group to consider ordering a £15m floating processing unit to handle oil output from its Ninian oilfield.

A tanker or barge fitted in Japan with facilities to handle up to 15,000 barrels a day of floating butane and small quantities of natural gas would be moored in Sullom Voe close to the terminal. It would extract

the gases from the crude and ship them in special tankers. Chevron, operator for the Ninian field, is already facing a four-month delay on the start of oil production from the field. Unless some kind of emergency measures are introduced to extract the petroleum gases, it also faces a drastic reduction in output from Ninian in July at a time when production should be building up and yielding substantial revenue.

Facilities at Sullom Voe for receiving oil from the Brent, Ninian and associated fields have fallen behind schedule.

By Roger Violevoe
Delays in construction of a plant for processing liquid petroleum gas at the Sullom Voe oil terminal in the Shetland Islands has forced the California-based Chevron group to consider ordering a £15m floating processing unit to handle oil output from its Ninian oilfield.

A tanker or barge fitted in Japan with facilities to handle up to 15,000 barrels a day of floating butane and small quantities of natural gas would be moored in Sullom Voe close to the terminal. It would extract

the gases from the crude and ship them in special tankers. Chevron, operator for the Ninian field, is already facing a four-month delay on the start of oil production from the field. Unless some kind of emergency measures are introduced to extract the petroleum gases, it also faces a drastic reduction in output from Ninian in July at a time when production should be building up and yielding substantial revenue.

Facilities at Sullom Voe for receiving oil from the Brent, Ninian and associated fields have fallen behind schedule.

Manufacturing bore brunt of 1977 output stagnation

By David Blake

Economics Correspondent
Britain's economy remained stagnant in the final quarter of 1977. But there was a big swing towards consumption rather than exports or investment as the main prop of activity, according to figures released by the Central Statistical Office yesterday.

Provisional estimates of gross domestic product show that output at the end of 1977 was marginally lower than at the end of 1976, with manufacturing output significantly down.

Consumer expenditure in the final quarter went up by 1 per cent, having fallen earlier in the year when real living standards were depressed.

The increase in domestic consumption coincided with a 5 per cent drop in the volume of exports at 1970 prices. This measure is becoming increasingly suspect because it does not allow for the dramatic increase in oil prices during the present decade, an increasingly important aspect of Britain's economy.

The net effect of the decline in exports was, in any case, slightly softened by the fact that imports also fell in the fourth quarter, by the smaller amount of 2 per cent, with a 3 per cent fall being recorded for goods and 1 per cent for services.

The decline in exports was nonetheless worrying, and is made worse by the fact that investment fell by 11 per cent in the fourth quarter because of the impact of the swingeing cuts in the public sector capital programme.

During 1977 public sector investment fell by 16 per cent, private housebuilding by 8 per cent, while other private sector investment increased 61 per cent.

Table, page 18

"Record achievements for the Society. Assets now £875 million."

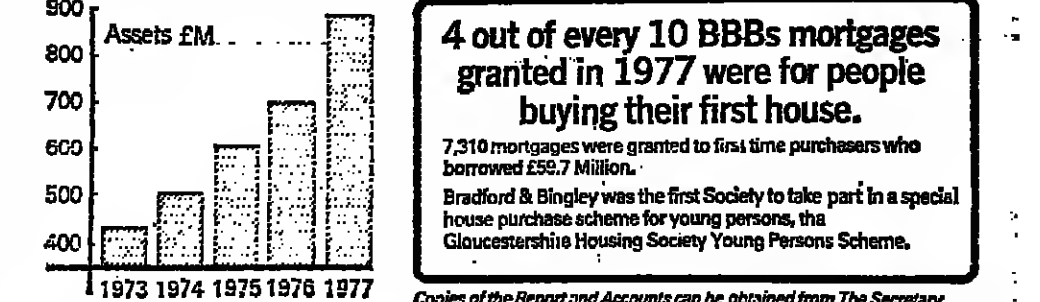
Highlights of Bradford & Bingley Building Society's Year, presented at the Annual General Meeting held in Bingley on 20th March 1978.

ASSETS	RESERVES
"The Society's Assets increased by over £182 Million to 26.34%—a record increase in the history of the Society."	"The Reserves total £37.4 Million or 4.28% of Assets, one of the highest ratios amongst the largest Societies."
INVESTMENTS	FUTURE
"During the year we opened almost 180,000 new investment accounts and received over £422 Million including interest credited, from our investors."	"We look forward to the future with complete confidence which is based on over a century of experience and personal contact with our members."

"In 1977 we granted 18,427 mortgages to new borrowers... a total of £165.6 Million."

"26% of all advances granted went to applicants purchasing pre-1919 property."

"Since October 1975, the Society has made available over £12 Million to Local Authority sponsored applicants."



4 out of every 10 BBBs mortgages granted in 1977 were for people buying their first house.

7,310 mortgages were granted to first time purchasers who borrowed £59.7 Million.

Bradford & Bingley was the first Society to take part in a special house purchase scheme for young persons, the Gloucestershire Housing Society Young Persons Scheme.

Copies of the Report and Accounts can be obtained from The Secretary

Secure home Mr. Bradford
Join your money Mr. Bingley

BRADFORD & BINGLEY BUILDING SOCIETY

HEAD OFFICE: BINGLEY, WEST YORKSHIRE BD16 1JW
A member of the Building Societies Association
Over 500 Branches & Agencies

Carter team works on anti-inflation package

Washington, March 20.—President Carter's Administration is studying ways of strengthening its anti-inflation programme, but mandatory wage and price controls have been rejected.

Mr Michael Blumenthal, Secretary of the Treasury, together with Dr Charles Schultz, the chairman of the Council of Economic Advisors, hopes to be able to finalise a package of proposals within the next week or two.

It appears that they will start a series of intensive and informal discussions with leaders of key industrial sectors—unions and corporations—to achieve promises of restraint on price increases and at least tentative commitments by labour to show restraint in wage demands.

These efforts are only likely to be productive, according to informed sources, if the Administration takes steps to reduce inflation by curbing assorted government areas. Just how this can be achieved is the subject of intense debate at the White House.

Ways are being studied of eliminating government regulations of business that add to business costs. In addition, consideration is being given to developing a strategy on civil service pay and cost-of-living increases.

Recent inflation figures have indicated a strong acceleration in the pace of price rises, and this is seen at the White House as the economy's gravest problem. Moving more forcefully to curb inflation is viewed as vital to ensure higher business investment spending and a more stable rate for the dollar.

The increased attention on inflation had some effect on share prices on Wall Street today, where a modest general advance was registered.

The Administration is also being forced to review some of its key tax-cutting proposals announced in January. At that time it proposed net tax reductions of \$24,500m (£13,000m) partly to offset increases in social security taxes that came into force at the start of this year.

Congressmen have received thousands of letters complaining about these increases and pressures are building for a reduction in social security tax levels.

Mr Thomas O'Neill, Speaker of the House of Representatives, has warned the White House that it must decide swiftly upon a new social security and general tax-cutting proposal, as congressional concern with the current rates of taxation is so great that Congress might simply roll back all of the recent social security tax gains unless the Administration acts soon.

Given the Administration's concern about inflation and its problems in deciding upon a new tax strategy, there will be little support at the Treasury or the White House for attempts made by congressmen to boost the overall level of public spending beyond the President's \$500,000m Budget proposals.

Thus it is unlikely that a new report issued today by the Joint Economic Committee of Congress will be of major significance. The report states that most committee members support greater

fiscal stimulus than that advocated by President Carter.

The report calls for \$305,000m in Budget outlays in the next fiscal year for efforts to reduce interest rate levels and a full review of the latest social security tax increases.

Strong opposition to these demands is made by Senator William Proxmire, one of the Joint Economic Committee's most influential members, who, in a minority report, calls for a \$485,000m to \$475,000m Budget.

Senator Proxmire, chairman of the Senate Banking Committee, believes that a lower public expenditure level would slow the upward pace of inflation and force the Government to become more efficient.

"I assert without fear of contradiction," he said, "that there is not a single general government function where a 5 to 7 per cent cut of funds could not result in a more efficient or less wasteful programme combined with better service to the American public."

LETTERS TO THE EDITOR

Is there another explanation of steel works depreciation sums?

From Mr R. B. Cant, Labour MP for Stoke-on-Trent, Central.

Sir, The British Steel Corporation have used a number of tactics in their attempt to discredit the Shelton steel works, and justify their arguments that an electric arc furnace should not be installed at this, one of the few remaining "profit centres" in the Corporation.

Their latest is the assertion that Shelton's surplus is just a "paper profit" based on stock revaluation.

I am not an accountant, but the following points seem to me to be relevant, even though the arithmetic may not be set out accurately:

1. The figures quoted in the accounts, after all, produced by the BSC, and presumably following normal accounting practice.

2. If Shelton's paper profit should be adjusted for stock revaluation, so should Scunthorpe's loss; without stock revaluation the loss incurred by this jewel in the BSC's crown would be not £58 million but £64 million.

3. Another interesting development which is currently taking place, is the move to extend the depreciation period from 15-25 years. This will significantly reduce the Corporation's losses for the current financial year increase Shelton's profit to approximately £6 million, and reduce Scunthorpe's loss to £42 million. (This calculation assumes an original capital of some £500 million and that this has been depreciated for four

years at £33 million p.a. If remaining £360 million plus depreciated over 21 years is not 11 years the loss is £58—(33—17) is approximately £25 million.)

4. Or is the explanation of extension of the depreciation period more sinister than mere reduction of paper profits? Is it a method designed to ensure the workers' own redundancy payments? I am sure it is a mere statistical device to make the balance sheet look better. Between £50 million and £42 million would amount to £12 million.

Perhaps these reflections are too cynical. ROBERT B. CANT, House of Commons, London, SW1.

Grand col

US says Community is taking hard line on some trade issues

Geneva, March 20.—The European Community is cooperating in trade negotiations in Geneva, American negotiators say, but it is taking a hard line on some issues.

The EEC, for instance, started out talking about tariff cuts of only 20 to 25 per cent, then broadened the goal to 40 per cent. Now some EEC specialists say the final figure will slip back to 35 per cent. The United States will resist the narrower cut, and, along with the EEC, wants to eliminate national restraints that limit bidding for some government contracts to home-country contractors.

Last year the EEC moved to Community-wide preference on

government purchasing. Italy and France have already done some limited out-of-country purchasing.

The United States and the EEC also want international standards set for some products to eliminate national standards that often are simply barriers to trade. This would require some kind of international monitoring body to see that the standards were followed.

America and the EEC are equally determined to open up the Japanese market.

In the negotiations, EEC countries are particularly interested in gaining wider access to the American cheese

market, and the United States wants lower tariffs on tobacco, fruit and vegetables in the EEC.

One major conflict involves wheat. The United States wants a limited price guarantee and a buffer stock of wheat to maintain prices within a movable range. The EEC wants a firm price mechanism that would be extended to some other crops, including maize, barley and rice.

The Community also is expected to take a hard stand on safeguards to protect its industry from foreign onslaughts. It wants to be able to take protective action against an individual nation without applying restraints on all.

Clarify pay restraint policy, chambers say

By Malcolm Brown

Mr Tom Boardman, president of the Association of British Chambers of Commerce, has asked the Government to clarify its policy on the pay restraint clauses now being included in all government contracts.

In a letter to Mr Joel Barnett, Chief Secretary to the Treasury, Mr Boardman asks him to clarify references to future pay policy which he made in a parliamentary statement last week.

Mr Barnett had said that the Government intended to keep its arrangements under review and would seek consultation with the Confederation of British Industry and others concerned on the operation of the clauses in the context of any continuing pay policy "subject to future developments and the authority of Parliament".



Mr Boardman: blank cheque

cheque they gave for any future pay policy.

"In reply to a direct question, I assured the Chancellor that pay policy that had parliamentary approval would of course be supported by the chambers of commerce."

In his letter the ABC president says that in an interview with the Chancellor he had said that one of the more objectionable parts of the Government's original clauses was the blank

Management's task to relieve boredom of work

Mental health legislation for industry might be necessary before the end of the century, Sir Monty Finistone, chairman of Sears Engineering and former chairman of the British Steel Corporation, said last night.

One aspect of the problem was boredom, said Sir Monty, who was delivering the third Cantor Lecture at the Royal Society of Arts in London. Boredom was generally associated with repetitive physical work but was also to be found in work demanding some mental activity.

"At work, boredom leads to sickness and absenteeism, and outside of work to hooliganism and vandalism," said Sir Monty. "Creative management must be concerned to remove boredom whether this be in the field of manual or staff work."

"Since operations in industry are tending to ever greater automation, with this will come increasing routine and with increasing routine will come the possibility of greater boredom for the operator."

This circle had to be broken

In some way, Sir Monty said. "One cannot remove boredom by 'muzzak' or neighbourly exchange of gossip, although these mitigate boredom. The important feature is that change of activity is essential to an active mind."

Sir Monty predicted that creative management would in the future use operators not to do one task with particular repetitive skills but would in a single shift or over a given period employ individuals in different classes of work so that the change of activity would eliminate the sense of boredom.

"As an example, in an eight-hour shift a morning could be spent on the production line and the afternoon on office assignment; alternatively, one month could be spent in the factory and the next in the sales force or whatever is appropriate to the particular circumstance."

Management should never underestimate the capability of people to absorb new skills, new ideas and new techniques, Sir Monty said.

Athens talks on plea for delaying Japan ships deal

Athens, March 20.—Greece's leaders shipowners go into closed-door conference on Thursday to discuss Japan's rejection of their attempt to get a two-year delay in paying for 2.6 million tons or over 130 ships ordered from Japanese shipyards.

A spokesman for the Union of Greek Shipowners, whose vessels under Greek flag represent the fourth largest fleet in the world, said the meeting would concentrate officially on the union's recent proposal to lay up surplus capacity in order to meet the general slump in the dry-cargo freight market.

But he said the impasse created by the Japanese would also be discussed. He added that the talks would remain confidential.

The Greeks last month requested a credit moratorium as a key part of their efforts to reduce the costs of their contracts, which have risen because of the yen's sharp rise since they placed their orders.

Higher interest rate fear if money supply is not curbed

By John Whitmore, Financial Correspondent

Special factors are insufficient to explain away the excessive growth of money supply, and time is running out if corrective action is to be avoided, according to stockbrokers W. Greenwell in the latest edition of their *Monetary Bulletin*.

They go on to repeat their earlier views that bank deposit rates and the Bank of England's minimum lending rate are both too low. They suggest that unless the annualised growth rate for sterling M3 drops to single figures soon, a rise in the general level of interest will be hard to avoid.

Stockbrokers L. Messel also express concern about the

February money supply figures in their *Weekly Gilt Monitor*. In particular they point to the upturn in bank lending to the private and overseas sectors, which they reckon, after allowing for the increased proportion of Export Credits Guarantee Department financing now carried directly by the banks could have amounted to around £500m.

The major part of the Greenwell Bulletin is devoted to the United States. The brokers conclude that the rise in American interest rates will only restore the health of the dollar if the Federal Reserve Board starts leading market forces and there is evidence that the monetary base is being squeezed.

Britain needs less of almost everything

From Mr Stephen Coulson

Sir, It is a sad reflection on the vanguard of the labour movement and the captains of industry if their only advice to Norman Atkinson MP "North Sea Oil, and the four-year plan to create jobs" (*The Times*, March 13) is to advocate yet more of the same medicine which has effectively taken this nation to the brink of economic death.

It matters if Mr Atkinson and his peers are wrong. In all the column inches, surprisingly devoted to such dogma, Mr Atkinson contrives to say nothing new and merely determines to reinforce or ossify old prejudices; nowhere but in politics does it seem so difficult to teach old dogs new tricks.

Indeed do not your own articles on productivity published so recently, and the current series of articles on *Times* clearly show that far from being radicals or innovators in industry the political left-wing are the most conservative of all, and do most to prevent the achievement of full employment and high standards of living.

Everybody knows that if you want to curtail or abolish some particular practice the most effective way is to tax it out of existence (unless it is a drug like tobacco or alcohol). Hence the window tax of the seventeenth century led to many windows being blocked up; the tax on clocks and watches sometime later led to the erection of the town's single timepiece; the "parliamentary clock".

More recently we have seen a drying up of the supply of land suitable for private house building, with a consequent jump in prices, this cannot be totally unrelated to the development of land tax.

Therefore if you wish to encourage economic growth, then reduce taxation on production (company taxes, income taxes); similarly if you wish to obtain full employment reduce the employment taxes (national insurance contributions, compulsory state pensions).

It is not a promising suggestion to the left whose policies are based on high taxation and vast public spending. Is it not amazing that the party of the working man has only maintained the "poverty trap" by its active role in making it difficult to escape from. Its solution to everything is to spend more money, which unless it is borrowed, can only come from taxation.

Dr Ronald Burgess, among others, has emphasised (but evidently not convincingly to everybody) shows that economic immobility and "stagflation" arises almost solely because of tax levels well in excess of any reasonable capacity of the economy to bear tax, coupled with wholly unnecessary and often misguided government intervention.

Far from greater government intervention called for by Norman Atkinson, with all its old phrases which if repeated often enough may actually come to mean something, fully serviced working parties, "economic directorate", "continuous monitoring", and the like.

What the country really needs is much less; much less taxation; much less government intervention; much less "big brother"; in fact much less of almost everything.

Let the jobs and standards living create themselves. We do not need to create jobs, and we should all be encouraged to create the right conditions for the economic organism to flourish itself.

Let the jobs and standards living create themselves. We do not need to create jobs, and we should all be encouraged to create the right conditions for the economic organism to flourish itself.

No Mr Atkinson, the people are far from born by the vision of your bureaucratic extravaganzas. The old shopping list you propose as original thought is a political nation dressed in lamb. What we want is how is the wealth created to finance you, and I suggest that, like Mr Levin did a day or two "not" was added to Mr. Atkinson's statements and it would be should all be true understanding economic dilemma and realities facing this nation.

Finally, Mr Atkinson, in his wheel, I am very sure that at long last Treasury appears to be taking the best interests of the country—some of the reasons must have rubbed Yours faithfully, STEPHEN COULSON, 8 The Gables, Fortis Green, London N10 3EA.

Scope for a national building society

From Mr C. R. Kenchington

Sir, Building on Mr W. J. Bone's letter (March 16), surplus building society funds could be channelled into housing associations, particularly of the co-ownership type for younger people and other categories not likely to be catered for either by district councils or our traditionally stereotyped development, without being inflationary and providing employment at the same time.

There is also scope for a nationwide building society specialising in the sale of flats

and conversions at higher rates of interest; this would be better than the present expansion of the traditional type of building society.

The swapping of public housing should be made easier, to prevent under-occupation of a valuable asset. The sale of public housing should be conditional on total eradication of any reasonable local need; it is ridiculous to sell council houses below the equivalent cost of current replacement unless need has been satisfied. If this is to be a political issue then all

private tenants should have option to purchase. Take housing out of party dog-fight and sensible solutions could be quite easily. Give us support and we will see it happens.

Yours faithfully, CHARLES R. KENCHINGTON, Planning and Development Consultant, Libera research, The Old Rectory, Hope Bagot, Nr Ludlow, Salop.

Booker McConnell

Strong all-round performance brings profits to new levels

Earnings per share 45% up

- Profit before tax up from £15m to £25m
- Attributable profit after tax up from £6.6m to £10.6m
- Earnings per share up from 24p to 34.8p
- Turnover up 47% to £523m
- Balance sheet strong; borrowings down

Preliminary results for the year 1977	1977 £'000	1976 £'000
Profit before tax	24,980	14,937
Equity earnings	10,567	6,638
from UK companies	8,715	4,671
from overseas companies	1,852	1,967
Earnings per share	34.82p	24.00p
Dividends per share	7.322p	6.336p

Earnings by operations	1977 £'000	1976 £'000
Food distribution	3,331	1,833
Fluid engineering	1,813	1,650
General engineering	1,969	(558)
Overseas trading	812	1,056
Spirits and liqueurs	1,076	814
Shipping	622	546
Agriculture	303	160
Authors	496	487
Parent company	145	600
	10,567	6,638

The Chairman, Sir George Bishop, says: "Each of the eight divisions produced excellent results. With the soundness and well-balanced spread of the existing businesses — and plans, management and money for further expansion — the company will continue its consistent growth"

The report and accounts will be published on 25th April. Copies may be obtained from the Secretary, Booker McConnell Limited, Bucklersbury House, London EC4N 8EJ

Construction industry shows upturn

Further evidence of an upturn to construction activity came in figures released yesterday by the Department of the Environment. In January, contractors won new orders in Britain worth £571m.

At constant, seasonally-adjusted prices, the total was the same as in January, last year. However, orders for the three months, November to January, were 9 per cent up on the previous three months and 5 per cent up on a year ago.

In the three months to January, this year, public works new orders showed no change from the previous three months. All other sectors, however, showed an increase to work. New orders in public housing for November to January, this year, were up 15 per cent on the previous three months.

Electrical trade wants 10pc VAT

Electrical goods manufacturers are pressing the Chancellor to raise value added tax to consolidated rate of 10 per cent.

The British Electrical and Allied Manufacturers' Association, in its pre-Budget submission, says a modest rise in VAT need not reduce demand. A consolidated rate of 10 per cent would have the merit of increasing the VAT yield without adversely affecting demand and would introduce administrative simplicity.

Swiss try revised plan to bring in VAT

Switzerland's cabinet yesterday submitted to parliament its revised plan for value added tax at 8 per cent except for foodstuffs, medicines, books and newspapers, etc. for which it would be 2.5 per cent.

This is the second Swiss attempt to introduce VAT. The first was rejected in a referendum last year.

GDP				
Gross domestic product at constant factor cost (1970=100) seasonally adjusted				
	Based on output data	Based on income data	Based on output data	Average estimate
1975 Q1	108.5	107.4	108.2	108.7
Q2	108.3	108.8	107.3	108.5
Q3	108.4	108.2	108.4	108.4
Q4	107.1	108.3	108.8	108.7
1976 Q1	111.1	107.8	108.1	109.0
Q2	110.5	109.2	109.4	109.4
Q3	111.1	108.8	108.8	109.4
Q4	112.3	110.5	110.2	111.1
1977 Q1	110.7	109.7	110.5	110.3
Q2	111.9	111.1	109.5	110.8
Q3	110.8	110.8	110.0	110.5
Q4	110.5	110.8	110.8	110.6

Sime Darby Holdings Limited

INTERIM RESULTS

FOR THE SIX MONTHS ENDED 31ST DECEMBER, 1977.

- Interim Dividend up from 11% to 20%
- Directors propose one-for-one Bonus Issue.
- Half-year consolidated results improve. Turnover up 15% Profit attributable up 10%
- Principal subsidiaries improve results in first half.
- Directors foresee the profit growth continuing.

SUMMARY OF CONSOLIDATED RESULTS

	Six months to 31st December 1977	Six months to 31st December 1976	Year to 30th June 1977
	M\$ million	M\$ million	M\$ million
TURNOVER	708.59	615.60	1,367.93
PROFIT BEFORE TAXATION	81.36	74.26	151.43
PROFIT BEFORE EXTRAORDINARY ITEMS	28.67	26.00	55.54
EXTRAORDINARY ITEMS	.01	.04	39.94
PROFIT ATTRIBUTABLE TO SIME DARBY HOLDINGS LIMITED	28.66	26.04	95.48
	Interim	Interim	Total
Rate of dividends — gross	20%	11%	*40%

*The Final Dividend for 1976/77 included a 5% Special Dividend related to an extraordinary profit on sales of land by a subsidiary.

Kempas (Malaya) Berhad became a subsidiary on 27th December last, but has been treated as an associate in this half year. If treated as a subsidiary, profit attributable would have increased by M42.4 million. For the year to 30th June, 1978 it will be treated as a subsidiary.

Copies of the full Interim Report sent to shareholders may be obtained on request from The Secretary, Sime Darby Holdings Limited, Wisma MISC, Jalan Conlay, Kuala Lumpur, Malaysia.

16th March, 1978

Higher Expenses

...round the Honeywell-Bull. It's the sort of
tangle that makes the French
Socialists see red and made
them determined one day to
take over the company to

China's town and country split threatens recovery

a 26 per cent inflation, the
 oks carried out 87 per cent
 re bank raids than the year
 ore, but they made off with
 y 65 per cent more cash—

town and c

champion silver poodle,
ingett Mr Ashley, ready to
out his quarantine before
ng entered for Crufts next
r.

Softly, softly—a Tory approach to industrial relations

Country split

threatens re

and in Birmingham, Ec.

© National Westminster

cover

er Bank Group

EDITORIAL

tion of sums?

active, profit stock. Scum stock red by crown in but

developing tak- extend from signifi- the financial profit in, and to 242 ulceration that of this r four

lost every

achieve to higher s

Edmund rified a ermined a sphere of tion of the in fact a government the public- sible to m the courts and crea- the the

Let the living o don't i tion of to let s actively m

No We people ar by the vi cratic com old shoppi as, argu a solidid lamb. W it: how created and I say Leria did "not" we con's sions we are e economic unities

Finally lies the in his rian etes than Treasury figs the company- raised m Yours in STEPHEN S The Cal Fourth Ce London N

ity

Pravda h optera to

Talia h party di

ende sal

and an

Y and for

CHARLE

Planning

Consistent

Liberal in

The Old

Hope Bad

Mr Ludlow

Shop.

s Limited

MULTS

DECEMBER, 1977

to 20%

ne Bonus Issu

s improve.

utable up 10

a results in

rowth contin

1976

1977

615.00

747.5

26.30

64

26.01

Interim

115

Editorial Director

20th December 1977

was a success.

For the year to 20th

values may be revised

London, 20th Dec 1977

Metropolitan
holders, the
the biggest
the final
very short-
going, on
to have
ould have
able fall i
rison right
over the s
so in line
so 83 w
reational l
Met now
to require
payment
the minim
into equit
wider grou
a big chun
shares w
Arguably
he convert
somehow
cent yield
a sign of
ere may y
tatively su
thus did n
they thou
and Fel
was weak
ely it has
assing mo
tial than
ess.

ard Group
ingenious
and divid
nce share
case this
nce share
effect o
ds by 40 p
advantage
unt. their
rip in the
panies tak
J. Jenks &
B. Jackson
they's of Y
or compan
hard to fu
-ance, a
subordina
which wor
stitutions.
dividend
tion tax, a
a charge
appeal, the
lready hold
thing to se
sh to incre
status for
whose pro
ment after
the interest
tional bou
so on, of
ich current
equity.

er McCom
rth from
d bag

about B
on its m
results, g
don, thou
wzale.
one will
under E
id better
ow makes
ers in the
idation b
fication fi
ter, a clea
satisfying
nce is goo

B

ilkenny ha
quencing
his former
s, Allied B
a biggest b
groups in
be a direc
Breweries.
he Allied
of Britain
ties for its
free "a
captive su
hotels own
or different
products.
emy is to
or of a na
S & N
for the m
and whose
beer and
no product
ness Dr Ki
rector of J
tairman of
left after
ver "ma

the seamle
he bust it
moulded
The bottom
Spencer.
Michael co
new brief
near view
like hot ca
to Tether
pre-inspiri
into the
at of modern
or making
a metal pa
edges and
To preve
al is becom
machine.

BY T

Gr

...lilian will
its £122m
test in the
...st opportu
...st night
...the com
...s been exte
...of shareho
...expected
...the stock
...ck fell from
...the equit
...e it yields
...stock. 'I
...is whether
...par) havin
...necessar
...Y. 'reason for
...of the 14
...ll now be
...investors
...ble for its
...g better th
...Yesterday
...unloading
...to choose t
...at in Grar
...ought: nece
...nary wher
...against the
...e on the p
...any pen
...is the late
...and seem
...end 'restr
...to equit
...of issue of
...for curre
...f increasi
...er cent and
...of allowin
...future inc
...market.
...ing this
...Contall, S
...m. G. Whit
...rkshire, a
...y has used
...and they in
...is the rest
...uld not go
...Other res
...over 'anad
...against whic
...ough, for c
...in the ma
...the issue
...example) &
...its last ye
...disappoint
...ing to see i
...part of the
...ity stands i

nell

m a

...ooker, Mc
...rker (identi
...a long way
...h the comp
...argue with
...25m they
...than outs
...82 per cen
...-United K
...alf just giv
...r manager
...on those an
...d and expan

business

...s lot little
...ck from a
...employers
...reweries-
...eer, wines
...Europe.
...This com-
...and other
...high seven
...profits on
...ade rather
...ndience of
...be obliged
...be manag-
...w and so
...company
...marketing,
...sale dis-
...lager-
...reported
...lenny - a
...Allied and
...its beer
...disagre-
...management
...brasserie
...control
...says is
...company re-
...s, which
...assembling
...-UKs are
...akes from
...m."
...g techno-
...s latest
...a scien-
...the brief
...tern with
...for 40 tons
...right drag-
...ght under
...on a bed

THE FIGHT
and
con

say today convertible
y to market,
y to switch,
with conversion
exercised by
holders, must
in view of
once it has
122 last Feb
12 per cent
it will exas
sory conver
y 75 per
shareholder
\$7 million n
dumped on
who origina
yield will b
on Grand M
however, t
Some pr
sell, but
Mer and
porfolio ad
essary back
Grand M
market. 3
in and, at
group's ter
gonding's tr
est compan
inately fool
ity bu issu
g current
gives the a
g sharehol
omo-by sel
roule incl
Furnish
ehouse, Cen
and E. Fog
The reason
enefits are
volve an a
of the equ
own vegg
arquis are
1 mainstre
h to offset
companies u
of income
rket, and u
ue capital
is strong.
ra fell sligh
g second h
there will
in the plac
family's ho
u. 54 per c
Connell be
The late
to answer
any remain
latest prof
up 67
to answe
at its of f
kingdom.
years ago
na has be
ment strate
ings in wh
eading thro
ss Dia
of air, ra
craft".
To test
capable of
and pressu
instrumen
bench ac
190° F. The
Germany.
to Northin
with a cer
ruched elas
Production
and S. H.
hriefs to E
ira nad Ke
the comple
for bottoms
shapes invo
"Basicall
shape for
that Latin
ones-fa
company c
in firm n
more pear
■ When
took on th
the result
tions for
one of the
it must ha
reprehensi
No that
they fear
do the job
eight o'clo
only an
shin in the
with its
result it ac
Surme
America
with inform
800 pollin
country.
Just in c
wrong: w
another se

how
loan
have
into
umping
more
ch. 35
st its

Friday,
myer-
at as
for
rcise
mion
more
cent

ers is
ewly
the
ally
want
at as
there
ivate
they
the
just-
in Met's
03p,
nical

to
roof
huting
In
ative
year
addi-
tling

clude
rtire-
arty
sons
wail-
with,
ing,
eam
the

with
hoko
for
for
half,
ing,
be,
old-
ent

ave
stic
s a
fits
pers.
er-
son
so
egy
ich
high

acq-
spe-
whi-
per-

Sir
Met

bec-
gen-
was
mar-
On
ing
out
5 p-

Wu

Hi
Ex

Have
exce-
at the
brok-
yest-

H
tion
Gren
20 p
look-
at a
lower

De
tem-
perb-
\$40.5
incre-
grou-
oppo-
n

grou-
Elm-
clim-
per
repor-
office

W
its l-
pay-
mists
total
ratin-
a yle

● F
tion
Trust
with-
stide
offer-
Fund-
net a

Sec-
unlik-
unit
mipo-
absor-
to off-
able

Brog-
the e-
defea-
from
Secom-
exist-
prepa-
remain-
Targe-

ary: P

ther like s

that the man
withstand
are in use, a
is pushed b
a tempera
then the sha
"process" fo
for the
to be u
near s
tic
in started
mas and al
exported
Hong Kong, D
Therese
to their
it claim
ions. T
have extr
make larg
material to
shaped con


CH Honeywe
a job of f
of the Frenc
o radio stati
television c
done so wit

the compa
about its sh
Right on
k on Sunday
after their
cities. It c
prediction
hieved this
utery in the
in the
of Paris
ation, very
stations re

ase anything
the egg
of machin

Net a sion

quisitions h
ed \$13m
tribution a
rich it sees g
but the cha
performance



George I
Connell.

ause of q
eral engin
evidently
aking the s
earnings p
for all d
p/r ratio o
per cent.

llis Faber

Higher xpenses

ing moved
optional re
beginning
erday by W
elped by a
of \$2.6m f
well stake,
er cent to
er for more
er stage be
at 278p.

operate a sl
coratory, sl
verage grow
ams \$14m.
m. This is
easse report
s' expenses
site direct
s mainly f
p's new
per annum
ed a couple
cent comp
rted by Sec
e move ar
F has elect
ing legisla
eet by just
2 1/2 times
is now f
oid of 4.9

ced with
from Chie
s' board ha
under wh
ed uninitia
umbrella t
ond Broad
e Chiefsta
trust manag
Chief, Targ
ed capital
set against
gains of ar
mount bo
equity, Chie
a at this sta
the view t
d Unithold
ered to b
nolds to be
t can do wi

Kilke

over-

aterial is
ing hear
capped
e each
ture of
s go to
secret
l return
made up
eam of

just bea
ready M
control
enmark.
are not
problems
ent bust
s.

only one
the idea
a curry
But sizes
ake the
arn.

well-Bull
ecasting
ed elect
and ch
channels
th some

any had
ility to
y night,
e polls
time up
of the
y keep-
Rue do
venth
printed
ound the
g went
opulent
es was

"
ye
ol
st
re
m
A
ch
co
ch
it
ab
wa
Be
B
ur
ur
w

th
of
pa
re
H
ta
So
th
tal

[illegible]

i. Booker p
 probably c
 uture, in l
 appearing las
 airly slim,
 Chairman of
 t the flu
 sions. The
 along these
 only 3p to
 34 3p, after
 is puts the
 yield of jus
 in the wa
 Sedgwick
 nth, the ins
 back to co
 ounded co
 per cent M
 e 16 per c
 t the mark
 are dropp
 uring to cl
 ough appa
 fourth q
 currency l
 e 16 per c
 in line wi
 ick, but th
 were movi
 7.
 eased cost
 re-estimati
 al expenses
 to just un
 the 6 point
 ch made it
 e cautious
 freedom
 ively raisi
 fifth to lea
 is WS's pre
 as reflect
 d a p/e of
 plan for u
 and Broad
 uced its al
 e Target G
 of 33.9 p
 p at March
 ument is
 well estab
 npany, and
 Fund has
 can be c
 roadmount
 Since the S
 46.1 per ce
 probably a
 ume satisf
 action. Wh
 get Growth
 9; howeve
 I, is this
 capital losse
 switche
 ASURY
 and rounde
 el. and winn
 which coul
 in just
 worst hap
 ssible was
 he job and
 the least
 ility to per
 nderlying
 CII Hone
 e the nine
 at both the
 Socialists
 had the
 ons.
 Governme
 olds 19 per
 in the Bull
 e sure hold
 e shares in
 t. It's the
 makes the F
 red and o
 ed one da
 the company

plans to
on food
mouth of
r year's
if only

Booker
and
market
lines,
225p.
allow-
shares
t under

Forbes
of
urance
earth
tribu-
Morgan
almost
er bad
16p
ose 7p
erently
quarter
loss of
ent to
ne the
two
of in

of the
at the
ratio
der 6p
head

use of
under
re the
minum
ed in
12.7.

anti-a-
mount
terna-
ll be
rowth
against
13.
that,
ished
more
used
s tax-
second
accept
fiction
irred
ether
h are
ever,
best
es ?

shes lo

outs, my
almost as

d be
three
ended.
left to
the way
carried
form.

worry
would
well-
indus-
Com-
le left

at cent
three
a. 53
a CFI
erch of
y made
y to

ensur-
com-
pansy
Ar-
again
last
ors be-
futing

■ Cr-
not
accot-
who
verar-
last
curri-
than

In
pisto-
and a
up a
in a
crook-
more-
before
only

cannot be
notice of se
on the platf
ative Trade
some ten da
were some
the debate
trifle rain
and when i
time with M
got the big
Evidently
nionists are
the arcane
of order, ref
of rky and
ference par
of the Labour
they were th
surprisingly
appears to h
the moment
can wait.

There can b
for the part
arriving to c
the "facto
factory" and
should not b
and buy can
their basic f
and the unio
to the farm
that command
support a
with with To

At Bradford
shadow sec
employment,
e party lead
done in
ound for a
ent strategies
relations with
large-scale re

For nay do
ries proposes
participants" in
work out
ent wages and
government's
e aims. To h
at this smaa
e corporate
it would not
rinary
powerful

ino's 10-ye
on, discloses
en in his rth
of politicia
used much
e targets it
the plant
able present
million tons
one third
s in the sta
however, the
ent strategy
k and an en
ing in the
blem faced
ernment.


China's fund
that four fif
the late 19
the cities, ac
cepted estim

China's fu
problem
four-fif
people
the land n
the cities
the future
economy
are seen
in the

re areas
with are seen
his repres
the Soviet
peasantry
a sizable o
on as a wh
before been
economic fo
financed i
the state
industrial
arts.

China, the
the revers
great exte
tryside, not
erials and

locals



boy. Wa l
much fro

re France o
super indust
least as
night's resu
had the
first to kn
e lay.

ime does n
as much a
reports tha
busier than
year-off p
but in 197
in 1976.

1977, a y
s, petrol fo
stocking me
along with
26 per cen
cents carrie
bank raids
e, but they
65 per cen

have escaped Tory police firm at the Unionsists (who say that the embarrassment on the day came to quash the Thatchers' favourite—his hand.

Tory still learn the business of preference back all the other phenomena to be movement. Here at all, in large enough Serious people on such the front the Conservative the signal to the dies. To estimate, a great deal of calculation is, a culmination of a nation of a the widest range of maintenance of principle principal Secretary of state-ship has been taking out Thatcher the unions' undependencies.

determination the "major the the economic the implications too much to be subjected scrutiny this Commons

China


lar development only recent third year, after a struggleless scepticism days down. is to more the widest range of production up to 400 million one period. these simple a possible with d to policies leadership, of the economic fundamental problems of its people rather according to which profits of the workers, whereas

fundamental

n is that the of its live on rather than, whereas e areas of c growth largely cities

of economic largely in a contract Union, which a minor in the portfolio. Russia able to afford huge funds supports paid and extract situation is e. Industry it relied on only for its casual labour.

● Both



ose £600m North S controls its o they race to calculate the opportunity not pay, at least is used in Madras bank robberies ever in Spence the cash that would-up was l

near when t get-away car were going to inflation, r 87 per cent than the year made off with more cash

d the
icians
Confer-
there-
gaps
the
round.
estion
, that
anging

trade
in points
to right
the elorod
such
That
members,
for policies
luxury
elech,
were
pages,
not
voters
of going
the
polity
ing

Prior,
te for
either.
the
verna-
and
the

the
artite
par-
nations
of
dile-
cisma
ch of
idea is
ough
select

a's t

meet
ently
a about
than
it to
d to
illini
soals,
good
it in-
omic
eseo

ple
dele-
the

but
excha-
techn-
. The
leader-
ductions
kind,
of the
peas-
ing i-
dustri-
Res
peasa-
trade
intere-
trade
side h-
any
allow-
lectur-
cash
Chil-

anxi-
metho-
sell o-
prices
How-
ment
steel
lem.
stuck
cally
body
"basie
one p
The
fundas
many
specie
when"
intro-
cult y
to mar-
To
some
projec-
alone,
leum t
China
import-
crude
specie
bottom
economy
back t
try in-
This
figure
the b-
ciles,

ottoms

and so-
away w
The
stick-up
their li-
daily
than El-
with ne-
fore.

For r-
at the
specie
eral b-
whereas
more c
ines b-
tered

Braniff
Dallas,
which
daily
and G-
lighted,
in Lon-
that th
allowed
United
the 24
filled
fare i-
appar-
by the
daily
sidering
painted
used o-
Honolu-
larger
jumbo
some 20
will ri-
of \$12.
well pe-
daily
also-a
—a Ch-
Spring-
sit out
being
year.

committee chairman
 membership
 Chahner s
 the public sec
 ead rather
 be separa
 indirectly
 rmine pay fo
 t. It would
 a "relativ
 obvious histo
 not be ca
 ed in the p
 Right app
 group, pu
 and signa
 of unity di
 Keith Josep
 parliamenta
 the forum i
 to emerge
 sh there
 eeds of wha
 e, to draw u
 public sec
 order for tea
 chers, the
 of this, the
 confident
 manifestat
 ible policy
 n. In a larg
 Mr Frior v
 to stress:

OWN

also for
 ange to in
 nology.
 e policy of
 ship is to
 concentrate
 on staple
 for wages i
 past few y
 increasingly
 labour feat
 enterprise
 wages in
 greater
 altered to
 between cli
 simply to
 demands th
 to trade
 if they wis
 us to imita
 ed of letting
 ff their sum
 the cities
 v does this
 of the plan
 are the keys
 The Commu
 with the p
 mechanism
 has define
 ally". Nois
 probably wa
 nentially u
 forms of n
 e, prior to
 mech, ther
 in teaching
 maintain an
 provide ma
 700 million
 dependants
 a supply the
 alone relat
 a is alread
 steel in th
 oil, so the
 resources in
 less pir
 the develop
 in turn wou
 becoming av
 so that th

s up

me of them
 for for low
 average "2
 me (and) 65
 the new "a
 "job" of a
 yearly £9,000
 reasons we
 thieves sav
 thanks to
 s in 1976
 ordinary bon
 nks. In 197
 between
 and it is se
 e having 7
 n the holid
 n, rejurbin
 first-class
 brought over
 of in its und
 0,000lb of
 equipment
 £ per pound
 the best ye
 in its own
 e on undie
 ttempt Mr
 Mr Ashle
 his guaran
 ntered for

Internat
 Texas-ha
 has just
 service bo
 but some
 e first of
 t to touch
 Kingdom
 first-class
 (the retur
 s £766).
 strength of
 between
 and it is s
 e having 7
 n the holid
 n, rejurbin
 first-class
 brought over
 of in its und
 0,000lb of
 equipment
 £ per pound
 the best ye
 in its own
 e on undie
 ttempt Mr
 Mr Ashle
 his guaran
 ntered for

21 1978
 Paul
 of
 mind
 red by an
 ature (tho
).
 or would
 differently.
 te machinery
 to those direc
 employed by
 be somewhat
 ies board".
 ially reason
 elled that.
 this think
 policy docum
 ornach to
 ublished in
 ed in a pub
 James P
 h, Sir Geoff
 s Maude,
 accountabili
 the main n
 a since the
 are canaliz
 might be g
 making
 worth what
 p a wage pe
 stmen, fire
 s, the arm
 police.
 The Prior
 can appear
 to as the
 of a party
 onk on conf
 ially unrepo
 went out of
 "The govern
 and
 its foreign
 port model
 the prese
 make the p
 mora on pri
 and industr
 ing mainly
 nning the t
 was driv
 into local i
 which pay
 cash.
 to give th
 freedom
 the terms
 y and count
 to satisfy
 a basketful
 the rural
 mode econ
 transaction
 nity. To
 ically to
 te the Sovi
 plus produc
 the extor
 affect fulfil
 ? Fuel an
 to the pro
 unist Party
 of basical
 ing Chinese
 s, but an
 d the wor
 would any
 tountryside
 suitable for
 mechanizati
 e very eff
 is great dif
 the peasant
 machinery
 and peasant
 s and steel
 rolling
 -fining petro
 needed fuel
 exchange fo
 a diversion
 to the almo
 s of indust
 old hold do
 own indust
 ble in the
 the peasant
 did not per
 either.
 "ake" of the
 women) in
 n banks and
 was less
 " compared
 the year be
 in only gues
 ured their
 ings. The
 he held up
 than sav
 77 they pre
 s almost tw
 tional, the
 ailment
 ured flying
 omen Dece
 was de
 to find out
 down in the
 ed 20 out of
 on boards
 Braniff has
 ren unav
 the business
 Texas and
 ously con
 orange-
 47, hitherto
 any route
 ured with a
 of 37,000 lb
 floor hold
 at a rate
 that pretty
 cost of the
 There was
 osed weight
 over poodle,
 ry, ready to
 utions before
 Crufts nex

ment's
some a
ility in
The or
an ec
our pr
be ach
tion a
The
and p
course
any so
cious
if most
our to
i- pow
In the
have
That
" sum
membe
though
some
establi
the pub
Mr
working
Murray
TUC, a
with se
might
the fam
National
new C
men: T
take up
It all
true, a
begin
forum h

COUNCIL

though
these r
tasks, a
about n
before,
seed th
into the
areas t
the fam
It is
that Ch
massive
unemploy
some 10
to the c

DAILY

decade
raising
level ar
dwellers
life. It
finding
leavers
cough
cities.

On a
always
In un
employ
leads
on his
factual
unrest.

Popula
factor, I
ing at
no more

COUNCIL

further
Bank,
the ye
twelve
rose to
Increase
assets
£500m
£18.7

division
for firm
perform
banks
brought
able to
level of
growth
satisfac

Review

maintain
in over
issues
clients
bank.
expans
that th
increas

comm
money
side, a
rose b
By far
standi
to assi

pledge, I

soft broad rial

duty must
ense of balanc
our industr
national ierore
blems, and
en-handed
sieved throug
and cooperat
theory of
lausable pla
the stock
rious opposi
asking to h
high office h
cinating shop
of the goods
the back of
er.

is critical ar
performed
er's w
dit" with
it was an
mutual susta
the righted
solic mind.
y relationship
general sec
junior unio
reasonably
thefted-up w
Economic
Mossoul
GWU boss,
his invitati
seems two
it and prob
with, the
books more

entry

freed from
mon, arduo
and knowing
machinery th
would not
their sons ar
more comfor
earn extra
sily.

ina is a cou
problem o
pymment. The
0 million uni
ryside o

avid Bon

was not just
the peasant
and teaching
the reality
was a plain
employment
jobs to go re
natural commu
common to
something to
ban factori
ment of the
to dem
disputes

ization is als
population
than 1 per

cou

Onca again
or expansion
which is ver
ar's results.
a months en
a record lev
ese of £2.6 m
at £532 mill
million mark
is capital and
million.

In a year of
ans of the Ba
proving unpo
ormance. Gro
pressure co
increase inc
of advances.
h in the Bank
ctority contr
w of O Corpor
The Corpora
ained its gro
40 mer
during 1977
now look to
We are well
in this fis
the average
sses year by
The Finance
lterial and in
market op
advances, af
y 14 per cent
at the great
ing at over
st industry o

Labour
ly—a
uch
rela
be to provide
and balance
relations
demand
approach to
this can only
highly consi
government
in trade of
sion. Politi
be entrusted
to be offer
widow ever
are shuffled
nce they are
the Tories
well. Mrs.
sister, Miss
NEDC (ever
on occasion
picipo) has
t image in
an amicable
with Len
ains contact
leaders who
expect to sit
self-publicize
sion of the
Develop
s Evans, the
has yet to
on to lunch
to be good
shy is. To
shiny new
vincing on
split
n some of
a little more
an they did
be able to
daughters
rable urban
a cash for
only realized
nity with a
of disguised
transfer of
han youths
ver the past
navia
a means of
ts' cultural
ties of the
for matter
for school
were not
ound in the
me there is
e done.
s, under
work-force
oralization,
and social
o a vital
is aim-
growth of
cent a year
uinty
"In
all
op
on
Extra
Chak
the y
am able to
nk found
in the busi
y satisfactor
Profit before
ded 31st Dec
of £6.9 million
£1.6 million
over 10%
ilian have ex
for the first
reserves not
ductuating m
nk found op
in their prev
owing comp
able lending
on margins, t
come through
At the same
k's operating
rolled.
stations
te Advisory
iving reputa
situations a
f. Some 60
us as their m
placed for fu
ield and it c
ze of our cli
near.
Division han
dential lend
relations. On
allowing fo
over the 19
art of our ad
£200 million
ver the medi

paper that after have ac-
Evidently dis-
profits by the C
on money
automatic
influence
senior mem-
Cabinet of
enthusiasm
(standing).
And be-
join the re-
some reason
a Thatcher
do about
dances in
as steel
the record
fit of him
now believ-
Shipbldr
ollowed n
should ha-
and that
administr-
to dam-
viability
industry
closures
than the
White Pa-
On these
jobs thro-
they take
promising
porary a-
that has i-
the EEC,

(will need
few heli-
priorities-
seem to
the cities,
revert to
as a mean
It is eas-
a factory
children,
enough fo-
look after
more sons
the econ-
income fo-
form of se-
in old age
social care
greatly en-
thusiastic
China p-
sufficiency
—for inst-
—this mea-
The new f-
and comfo-
more de-
priorities
Industria-
cently be-
creases, w
increased
the count-
will have
some goo-
consumer
materials
still the m-
pionent in

a year
division
portun-
their p-
acts from the
erman of 31
year ended 31
eports
ess of the
ities reflected
tax for the
million, an
1976. Total
ceeded the
dima and the
stand at

markets all
portunities
business
amongst
but we were
in a higher
time the
costs was

Division
and ected
d rights
tested compar-
merchant
ture
encouraging
nt companies
dies our
the lending
corresponding
76 level.
ances, now
on, are made
um term both

dry
ms
...man it is like
the unions r
usually to s
participants
g the scope
within parar
supply. In
ally circum
Furtherme
number of t
m (not to c
of the Prior
eyond any q
be well be
the politic
the state
a state indu
level of job
dislight, par
ave that Up
to die; that
ve gone the
the incomin
age the
of the sr
on political
Conservan
wer would h
issue of t
er governm
an equal
line. "T
employment
has become
ated
erly 10 mil
feed every
ve this
of the pres
be c oncent
and the pea
shredding m
ugh the pub
y enough to
worker
male or fe
him end h
On the co
and to som
rights, me
r the fami
curity again
facilities h
exaggerate
c foreign v
rides itself
as of fami
ely clothing
sense sear
or greater
rt in the st
not those
al workers
en given v
which will
money supp
ry's high i
to produc
in the m
goods a
to make t
China's exp
an
of flood
ons of p
nities fo
previous
Statement o
nity Decem
for spee
increas
in 1977
accepte
anticipa
The num
both lis
increas
The
demand
smaller
Wa ha
able to
financi
The
in the m
£1,000
the fun
have re
seeking
oversea
Wa
The co-
we ex-
the year
underw
States o
The Fur
Wa
challen
levels o
am com
been ga
will can
corpora
the mut
S. Milt
Chaima
C
11 Old
and in B
Nation

ly to turn
realize they
on it
it will be
of pay and
motors set
decisions
That will
subscribe its
ore, other
the Shadow
the same
under-
plan.
question of
if this sort
looking for
on what
rent would
of reduc-
countries such
iding, and
and subsidies
y leaders
per Clyde
have been
Chrysler
same way,
Labour
did more
long-term
are creel-
ing plan
grounds
ves' own
have done.
sustaining
public purse,
y uncon-
the tem-
subsidy,
wrath of
perman-

ms re

tion new
ren'), but
will be
since the
at leaders
granted on
ations may
are freely
the purse,
convince
that two
male, are
is wife to
communes,
ne extent
an more
y, and a
st misery
why whose
have been
d by
sistors.
on "self-
y, and a
ful and
self-defen-
m to lay
prosperity
succeeding
: not its
have re-
inve-
mean an
ply, and
industries
the con-
them are
and the
constant
comports,

CK LI

ttuating
the Ba
or impr
us perf
of Mr. Sidney
the Report a
in 1977.
cific capital
often with a
export cap
7, we began
ance credit b
ance useful
mber of our
ted and unl
ed substantial
ere are some
for finance
and medium
the resourc
affair a comp
al service to
the Investm
management
million. Alth
s of United
cently place
the manage
s.
ve have devo
ension of ou
managed eve
to a value o
rote 175 aur
domestic iss
ture
e look forward
age and new
1977 will b
determined by
y us further
the finance
ual benefit of

an

ount

Good Street,
Birmingham, Edin
and Westminster

cot, by v
 Government
 It has g
 expensive f
 sector, and
 away with
 recognises t
 or private,
 unemployment
 higher.
 On both a
 find the t
 tougher man
 to be a gu
 policy on
 now being
 aggressive
 adopted by
 tration wh
 With a pol
 tone, and
 content, th
 mind", it i
 That react
 assumes d
 latching on
 election, an
 successful,
 ment minis
 tions are
 correct. To
 in a Shado
 would exci
 latching on
 abandoning
 in favour of
 And just
 faced lo
 magazine
 suggested b
 latching on
 to policy. A
 "someone w
 the uncons
 majority of
 opposed to
 Nothing A
 do would
 the hands o
 would rem
 those siren
 a perfect c
 changed, th
 must once
 political b
 closed shop
 to the cor
 people: a h
 kind of war

RECOVER

The new p
 containa man
 of an incre
 towns and
 building o
 economy ru
 have little

This appra
 by whateve
 seem to be
 —the stream
 highest peo
 minor leade
 development
 anded or u
 1966.

The chang
 the formati
 and the cha
 round the
 young peop
 will become

This in tu
 ival of a tw
 China, in a
 tractors, ind
 will pursue
 modernisat
 while losing
 rural popul
 ometimes a
 cianism, co
 cadent feud
 to avoid, i
 modernisat
 can find an
 em which
 state in the
 have solved.

IMPROVING

Banking and Accounts

Wild,
 and Accounts

projects and
 view to pro
 pacify. Tow
 to develop
 business and
 growth in t
 equity invest
 mented camp
 ally during 1
 e signs of a
 especially fr
 sized comp
 sions available
 ete and com
 our customer
 at Division
 of funds exc
 ough these
 Kingdom cli
 of special em
 nment of fun

ted special at
 International
 recurrency is
 \$840 million
 currency ar
 1965.

to a further
 horizons. The
 difficult to
 e momentum
 mty Bank in
 forward in al
 and advisory
 if the Bank a

3rd
 City Bank
 London EC
 though, Leeds
 or Bank Group

whatever name it continues to
own rise i
fiddles in the
it should
Bnt Mr
cher this won
paid our
ent rising
counts, the L
Forbes in a
od. With rch
radual proce
ame ducks t
ought also r
than the
the Heath
en it look
less stric
more mode
e TUC "v
s argued.
king of the
Mr Pri
ere he is u
if the p
will get the
ary. Both
almost c
abandon h
Cahner r
c justifyabl
the part
moderate
hard line.
such pressu
the Bow
Crossbow
r Prior be
perpetrat
new fac
journal n
who would
insurance u
voters w
the close sl
he Chased
of die-hard
Tse Tung
undergroun
roices. It w
ue to the
nothing
at labour r
again sec
underground.
may be an
ascendence
is it wort
?

very

any, then, se
by of the
sasing gap b
tongue, a ch
transydrate,
hy an elin
interest in
his
attention is
st would o
a sensible m
lining of th
ness to bring
people first, a
of research
instructed
nder a cloud
ing in educ
inevitably l
of "a new
for a coun
increasingly
n suggests
wo-ty econo
which urban
realists and
ahead with
ization sec
around. The
ation. That
which even
condemned
philosophy
t is for the
show where
answer to a
no other so
world seems

ted

kets

and

"ce."

is for

for working

rds the end

we

dition.

ments in

les

1977.

revival of

om the

anies.

and we are

prehensive

s.

concerned

eeding

are largely

ions, we

phasis on

is for clients

attention to

al services,

ssues during

n, and we

22 United

er year of

profit

match, but I

n that has

recent years,

aspects of

activities, to

and its clients

March 1978

Bank

2N 1BB

and Massachusetts

p

one of
to call it.
to some
the private
be done
r Prior
ould have
prevent
sell

TTC will
a much
he hence-
ess, and
, public
be less
attitude
adminis-
office.

ident in
erate in
will not

entails
with the
mail the
nary is
employ-
assump-
erarily
him now
shuffle
specu-
range of
on in

are sur-
Group's
which
kicked
stition in
e was,
at alarm-
ed also
the
bn are
shop."

r could
lay into
socialist
sten in
could be
left to
had
relations
come a
The
affront
many
that

seems to
angers
swayed
between
and the
ustrial
te who
rural-

height-
erwise
measure
te edu-
on the
and the
h and
dis-

d since

national.
lead to
brighten
raus
slim,

the re-
my in
intellec-
in their
themes,
ch the
it was.
Con-
a de-
ried
e new
ther it
prob-
cialist
yet to

1

St. Bonifacio
LA STAMPA
DIE WELT

Europa

A country-by-country review and a look at likely trends

How monetary markets moved

There has been little change over the last month of the monetary and financial market trends reported last time. However, we shall make a country-by-country review of the main events and then take a look at the prospects.

The dollar is still on a downward trend, despite having briefly shown signs of a recovery, as is shown by the fall from 96.6 per cent to 95.4 per cent in its rating in our basket of six currencies.

Nevertheless the return to a more stable monetary situation within the United States itself which began in January has been maintained; the increase in the money supply (M1) during the last three months was only a little over 4 per cent, while the Federal Funds rate has remained unchanged at 8.3 per cent and the prime rate at 8 per cent.

However, there is continuing and growing apprehension about the country's economic performance; recent results have been extremely disappointing: the annual industrial growth rate has fallen to 2 per cent, the inflation rate has increased to 7 per cent and the trade balance deteriorated further in January with a deficit of \$2,400m (about £1,263m).

In the light of these figures it is hardly surprising that the brief recovery on Wall Street has been followed by a slump, with the Dow Jones index down to 750.

The Deutsche mark on the other hand continues its virtually uninterrupted rise, not only against the dollar, but also against the DM2 barrier at one stage) but also against the franc, which is another source of grave concern for the Germans, since France is both their biggest export market and their highest source of imports.

It seems to be coping less successfully than Japan, which had managed to keep the yen at an exchange rate of around 240 to the dollar, at least until last week's further rise. Like Switzerland, West Germany is doing what it can to mop up the inflow of capital which is swelling its money supply (M1) is increasing at an annual rate of 14 per cent, but it is reluctant to follow the Swiss example of coercive measures by means of negative interest rates.

In such a context, the downward pressure on West German interest rates is continuing, particularly in the case of loan stock, where the rate on 8-year

THE ECONOMY					
	Growth (per cent) industrial production (1)	Investment (2)	Wage increases (per cent) (3)	Budget deficit (3.4)	Stability trade balance (2.4)
United States	2	8	8.8	-3.3	-2
West Germany	4	4	7.5	-4	+3.3
France	1	0	12	-1.2	-1.9
Great Britain	-1	8	5	-5.5	-2.8
Italy	-6	1	22	-11	-0.9

(1) Three month average expressed as annual rate

(2) Estimate for 1977

(3) Estimate for fiscal 1977-78

(4) As percentages of gnp and in national currency (000m).

MONETARY AND FINANCIAL EFFECTS					
	Annual growth per cent in money supply (M1) (5)	Day to Day	Prime rate	Foreign exchange rate	Change in stock exchange index (8)
Dollar	4	8.8	8	95.4	-3
Deutschmark	14	3.5	6	2.03	+20
Franc	5	10.5	9.3	4.77	+10
Pound	24	6.2	6.5	1.95	+7
Lira	22	10.8	16	852	+4

(5) Three months average expressed as annual rate, figures in brackets % change over a year.

(6) Figures in parentheses give percentage change in last month.

(7) End December 1975 = 100. Figure in parentheses gives position last month. Currencies are five listed in table plus Japanese yen.

(8) Change in previous month. Figure in parentheses gives change over previous 12 months.

bonds has now fallen below 5.5 per cent.

With the encouragement of these easier conditions, the West German stock market, after a brief setback, continues in the ascendancy.

All the signs are that this trend will continue, given the recent economic news: the industrial growth rate is running at 4 per cent, stimulated by a domestic recovery, while the inflation rate is a mere 3 per cent. The only disturbing feature is the budget deficit which has swollen to DM50,000m, but then even this figure will not be difficult to reduce when government stock is so popular.

In Britain, the monetary euphoria of recent months has given way to uncertainty and

even pessimism. The pound is weakening against the five other currencies taken together (it has fallen from 92 per cent to 91.5 per cent of its December, 1975, value), although it is holding up against the dollar.

It is this really undesirable when one considers Britain's poor export performance and worsening trade deficit, which is once again nearly 3 per cent of gross national product. Has not the sharp rise in the pound's exchange value, due much more to better financial conditions than to any economic improvement, undermined the competitiveness of British products?

Another significant feature is the very much faster rate of monetary growth, with M1

rising by 24 per cent a year. Even if the inflation rate, which fell below 10 per cent for the first time (sic) in January (compared with January, 1977), continues to improve, prudence is called for.

For the time being interest rates are stable, with minimum lending rate unchanged at 6.5 per cent. These mixed results, coupled with a number of less than usually optimistic forecasts, such as that published by the influential National Institute of Economic and Statistical Research, have brought a bearish mood to the London Stock Exchange, where last year's gains are melting away.

Maurice Bommensath

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Shares in grip of Easter lethargy

Dealers suffered their slowest day of the year so far with the number of listings market at just 4,088. On the comparable day last year the total was close to 7,000.

Such was the paucity of business that in early trading the main preoccupation was to see who would be the last to deal with some jobbers managing to last out for an hour or more.

The approach of Easter, the forthcoming Budget and a cloudy economic outlook were all advanced as reasons for the lethargy. Most, however, would agree that the key is the institutions' reluctance to take any sort of position at present in a market which is characterized by its lack of sellers rather than buyers.

This being so most dealers are not inclined to look far into the future or indeed to predict when the institutions are likely to take a more positive stance. With a slightly firmer tone developing late in the day and after hours the FT index managed to close 1.4 up to 458.6 having spent most of the day a little below its Friday night level.

However a mock session of the traded options market assured that there was some business on the market floor yesterday. "Smooth but hectic" was how one broker described this first practice run of the new scheme, scheduled to start for real in the second or third week of April.

HP Bulmer managed to ascend 1p to 150p after a 7p gain last week, a tribute probably to AG Eltinger's Investment Research chart service, which sees them at 170p. But fundamentalists are more cautious. For them, on a different yield, and a poor rising from just under 9 to maybe twice this as profits have are more important. But nobody seems to want to sell.

Some 300 deals went through the market during the hour-long trial and jobbers will be moving the premiums with the price of the ordinary shares over the next few trading sessions to see how the system stands up in practice.

Gills had no such fun and games to live their day and in quiet trading, Government stock moved little.

At the longer end, after opening steadily, stocks gently drifted down a quarter but gained a sixteenth of the fall in after hours trading. Shorts, also quiet, lost a sixteenth on the day. Dealers appear to be optimistic for the market over

the next few sessions anticipating it will remain quietly firm up to the Easter break. Golds were a collapsing market yesterday with some of the heavyweights losing as much as £2 on the session. Thoughts that the US might sell gold bullion to attract hard currency was enough to trigger a fall in the metal price which was down \$2.62 to \$181.0 at the afternoon London fixing.

There was little trading yesterday and much of the slide was attributed to jobbers marking the stocks down. Although the bullion price was slipping last week gold shares did not fall as much with the price being held up by a shortage of stock among dealers.

Among shares to lose ground were Randfontein at £31 11/16, President Steyn at £5 27/32, Western Holdings at £16 3/4 and President Brand at £9, while East Dries went 22p down to 632p, Kloof closed 24n easier at 412p and Harmony fell back 15p to 340p. Rustenburg at 87p and Consolidated Goldfields at 173p slipped slightly.

After easing throughout the day in London gold shares came off again in the evening as prices fell in New York.

On the takeover front Henry Wigfall slipped 17p to 215p as the lack of further news brought out the sellers. Primrose Industrial were marked up 24p to 76p on the terms from Tongasars, while Wolseley-Hughes gave up an early 4p rise at 190p after news that Tarmac had disposed of an 11 per cent stake in the market. Speculative demand had United

Scientific a couple of pence higher at 274p at one stage. In the motor sector British Leyland made no response to its figures at 23p while Ford dealer Reynolds responded to better terms with a rise of 6p to 46p, Manchester Garages to the hidden. Another distributor, Tate of Leeds reported tripled profits and the shares were immediately marked up 5p to 59p.

Fresh reports that there is a buyer in the market for Ocean Transport has prompted some speculation that a bidder would have to be British-based and any offer would undoubtedly be mainly in shares, say market sources, who are tipping one of Britain's largest international groups. Oceans shares, which held firm in a shipping shipping sector last week, added 3p to 132p yesterday.

Among the industrial leaders Glaxo, the quietest spot on the pitch, rose 2p to 527p. But there were stronger performances from Beecham, up 5p to 627p, and ICI where the rise was 4p to 350p. BAT had lost 3p to 295p and another under some early pressure after Friday's slump was GEC which dipped to 243p before rallying to an unchanged 247p.

In front of today's White Paper on North Sea oil, which is expected to spell out the alternatives for spending the revenue, related issues sparked some interest. A particularly firm spot here was Thompson Organisation, which rose 7p to

197p, while BP, also a well announced, rose to 775p.

A poor fourth quarter combined with the cost of building to leave Warton with below-par annual and the shares fell 278p taking Matheson to 208p and Milner Hay 178p down 2p. In elsewhere in this sector, Wick Forbes at 362p, Al Hadden at 172p and Godwin at 95p held in the day.

News that Hong Kong Bank had been approached to an American added 4p to the share while London & South East went 5p better to 208p after a doubled interim profit.

Doubts are now cast over full-year profits in Beach, which for some time performed the market widely held forecast profits up from £11.3m but some now think it could be under £14m. The share rose 14p from Australia, 4p out that with a 10p rise the group has to beat three months of current compared with most of the year. The shares 270p.

Equity turnover on 19th was £63.81m (12,995 Active stocks yesterday) to Exchange. The were BP, GEC, ICI, S. D. and Ind. Beech Group, Metropolitan & Spencer.

Latest results

Company	Sales	Profits	Earnings	Div	Pay	Y
Int or Fin	£m	£m	per share	pence	date	%
Beatson, Clark (F)	13.4(10.9)	2.35(1.77)	37.8(21.6)	3.15(2.99)	24/4	5.15
Blue Bird (F)	1.8(1.8)	0.35(0.27)	12.3(12.48c)	1.37(1.24)	24/4	7.14
Boaker, Mc C (F)	52.1(35.1)	24.9(14.9)	34.6(24.0)	3.57(3.44)	3/7	7.14
Brit Leyland (F)	2.502(2.892)	3.1(70.5)	—	—	—	—
Chamber & F (I)	5.3(6.0)	0.03(0.02a)	—	—	—	—
Cheney Popo (I)	8.3(5.2)	0.38(0.35)	3.2(3.46)	1.0(1.0)	22/5	2.1
Coaker & F (I)	6.3(5.2)	2.1(11.2)	88.7(13.6)	2.05(1.63)	—	—
Finance & Ind (I)	0.03(0.1)	0.049(0.047)	1.82(1.77)	—	—	—
Hepworth C (F)	220.7(162.4)	26.7(18.6)	12.6(10.8)	1.75(1.12)	2/6	3.30
Joseph Hoyle (I)	2.55(1.7)	0.007(0.004)	—	—	—	—
Leeds (F)	3.5(2.2)	4.3(1.7)	26.7(26.08)	3.64(3.3)	11/5	6.6
Lawless (F)	6.1(4.5)	0.25(0.21)	6.9(7.6)	1.5(1.5)	2/5	3.30
Lda Scots Fin (I)	2.25(1.2)	0.22(0.12)	21.2(10.8)	0.77(0.7)	22/5	2.1
Low & Bonar (F)	0.13(0.08)	7.1(6.5)	31.2(29.25)	1.57(1.48)	3/6	3.30
London & South East (F)	3.5(5.8)	3.3(6.5)	12.06(10.09)	2.5(1)	22/5	4.2
Mont Boston (F)	—	0.16(0.067b)	—	0.87(0.87)	9/5	0.8
Newman Tunks (I)	10.45(9.3)	0.67(0.54)	—	0.9(0.8)	15/5	2.1
Pittard (F)	17.15(14.8)	1.69(1.6)	11.7(10.7)	0.92(0.84)	19/5	2.1
Pressat (I)	3.7(3.5)	0.47(0.33)	3.7(3.5)	0.52(0.48)	19/5	2.1
Sale Tilney (F)	58.5(44.5)	1.62(1.28)	39.1(29.5)	5.33(2.46)	7/3	10.6
Tate of Leeds (F)	12.7(98.5)	0.34(0.10)	20.5(2.5)	0.62(0.62)	8/5	0.8
Wms & James (F)	4.9(4.4)	0.45(0.38)	12.3(10.15)	1.46(1.55d)	11/5	5.15
Wolseley-Hughes (F)	2.49(1.0)	0.06(0.63)	21.65(18.83)	6.12(5.0)	26/5	—

Dividends in this table are shown net of tax on pence per share. Elsewhere to Business demand indicated in his half-yearly statement did not continue at the hoped-for pace, and the group operated below capacity in most areas towards the end of the year. Taking these circumstances into account, he suggests that the final results will reflect a creditable performance.

Metal Closures reach £5m but demand on the wane

By Tony May

A fall off in demand in the second half of 1977 at Metal Closures Group held back profits, but the year's total is still a record at £5.3m. This is a jump of 16 per cent and was made on a 11 per cent advance in turnover to £50.5m. Margins went up from 10 per cent to 10.5 per cent.

At the attributable level profits go up from £2m to £2.4m, and the board is paying a dividend of 6.37p against 5.8p gross. The group's shares dipped 3p to 81p on the results to a level of 7.86 per cent.

Mr John Boden, the chairman, says that the group's demand indicated in his half-yearly statement did not continue at the hoped-for pace, and the group operated below capacity in most areas towards the end of the year. Taking these circumstances into account, he suggests that the final results will reflect a creditable performance.



Mr John Boden, chairman of Metal Closures Group.

The group has increased its direct exports and has continued to benefit from its participation in the growth of its overseas licenses. New and improved plant has been installed in both the

plastics and metal and this will enable to take maximum advantage of any up domestic and world. This, although, has not yet seen in sight. Mr Boden says that the results of most companies in the group continues well below.

However, Mr Boden's short-term cautious optimism. At half time, managed a rise of 1p in turnover to £2. pre-tax profits rose to £2.52m.

Demand was buoyant group's ability to depend largely on cooperation of its towards reasonable settlements.

In the event, the brought a 20 per cent of profits to £3.2m of a 13 per cent sales at £30.7m.

Briefly

Margins check

Ibstock rise

Profits at brick manufacturer Ibstock Johnson were unable to match the march of sales but the group explains the diminution of margins by the first-time inclusion of turnover from the acquisition in Belgium which, as expected, incurred start-up losses.

Profits climbed by 16 per cent to £4.35m pre-tax against a 56 per cent increase in building product sales and a halved contribution from fibres at £217,000.

Mr C. P. Lunn, director and general manager of Barclays Bank International, has been appointed chairman of International Bank Group. Mr R. W. Walker is retiring.

Mr Cranley Onslow and Mr Peter Kaye have been appointed directors of Alpine Holdings. Mr Ralph Mansfield has joined the board of Grants of St James's.

Mr F. G. Gilkes will be a general manager of Midland International Bank from April 1. Mr M. W. Butterwick has been made a director of Tosogomina Group.

Mr J. M. Culyer becomes president director-general of IIF Network Information Services in succession to Dr J. C. Castle, who is to return to the General Electric Company in the United States in May.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Business appointments

Dr B. Kilkenny to join Scottish & Newcastle board

Dr Bernard Kilkenny, formerly of Allied Breweries, is to join the board of Scottish and Newcastle Breweries in May.

Mr Robert Durbine and Mr Alexander Hamilton, both directors of the Royal Bank of Scotland from April 1.

Mr T. M. Williamson, general manager, branch banking, has been appointed a director of Australia and New Zealand Banking Group.

Mr C. P. Lunn, director and general manager of Barclays Bank International, has been appointed chairman of International Bank Group. Mr R. W. Walker is retiring.

Mr Cranley Onslow and Mr Peter Kaye have been appointed directors of Alpine Holdings. Mr Ralph Mansfield has joined the board of Grants of St James's.

Mr F. G. Gilkes will be a general manager of Midland International Bank from April 1. Mr M. W. Butterwick has been made a director of Tosogomina Group.

Mr J. M. Culyer becomes president director-general of IIF Network Information Services in succession to Dr J. C. Castle, who is to return to the General Electric Company in the United States in May.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

Mr K. G. Welch and Mr H. Whitehead have been elected deputy chairmen by the Council of the British Insurance Brokers' Association.

NOTICE OF REDEMPTION

to the Holders of

The Metropolis of Tokyo

5 1/2% Guaranteed Dollar Bonds Due April 15, 1979

NOTICE IS HEREBY GIVEN that One Million Seventy Thousand Dollars (\$1,070,000.00) principal amount of the Metropolis of Tokyo, Fifteen Year 5 1/2% Guaranteed Dollar Bonds due April 15, 1979 and bearing the following serial numbers have been drawn for the account of the Sinking Fund for redemption on April 15, 1978.

COUPON BONDS

5	1033	2135	2371	4329	5833	7105	8298	10364	12365	16446	17486	18333	19607	21255
11	1083	2139	2372	4335	5701	7112	8299	10370	12366	16447	17487	18334	19608	21256
18	1117	2151	2393	4351	5724	7131	8306	10386	12379	16459	17496	18345	19612	21265
21	1123	2154	3001	4357	5731	7137	8312	10400	12383	16469	17502	18348	19615	21268
25	1126	2156	3003	4359	5733	7139	8314	10402	12385	16471	17504	18350	19617	21270
30	1127	2157	3004	4360	5734	7140	8315	10403	12386	16472	17505	18351	19618	21271
37	1128	2158	3005	4361	5735	7141	8316	10404	12387	16473	17506	18352	19619	21272
41	1129	2159	3006	4362	5736	7142	8317	10405	12388	16474	17507	18353	19620	21273
48	1130	2160	3007	4363	5737	7143	8318	10406	12389	16475	17508	18354	19621	21274
52	1131	2161	3008	4364	5738	7144	8319	10407	12390	16476	17509	18355	19622	21275
59	1132	2162	3009	4365	5739	7145	8320	10408	12391	16477	17510	18356	19623	21276</

هكذا من اجله

MARKET REPORTS

Eurobond prices
(midday indicators)

US STRAIGHTS 151

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Country	Year	Price	Offer
Australia	1984	100.00	100.00
Australia	1985	100.00	100.00
Australia	1986	100.00	100.00
Australia	1987	100.00	100.00
Australia	1988	100.00	100.00
Australia	1989	100.00	100.00
Australia	1990	100.00	100.00
Australia	1991	100.00	100.00
Australia	1992	100.00	100.00
Australia	1993	100.00	100.00
Australia	1994	100.00	100.00
Australia	1995	100.00	100.00
Australia	1996	100.00	100.00
Australia	1997	100.00	100.00
Australia	1998	100.00	100.00
Australia	1999	100.00	100.00
Australia	2000	100.00	100.00
Australia	2001	100.00	100.00
Australia	2002	100.00	100.00
Australia	2003	100.00	100.00
Australia	2004	100.00	100.00
Australia	2005	100.00	100.00
Australia	2006	100.00	100.00
Australia	2007	100.00	100.00
Australia	2008	100.00	100.00
Australia	2009	100.00	100.00
Australia	2010	100.00	100.00

Study group to look at proposals
for renegotiating cocoa pact

After a week of wrangling, the council of the International Cocoa Organization gave formal approval to the establishment of a special ad hoc committee to study proposals for renegotiating the 1975 International Cocoa Agreement (ICA).

The cocoa producers had pressed strongly for renegotiation of the ICA while the consumers, who questioned the need for change after only 18 months of operation, made a strong plea for extension of the agreement.

The decision to set up the study group was a compromise. The group will prepare proposals to submit to the council at its next meeting in July.

The ICCO secretariat will invite written proposals from all interested parties for consideration by the study group whose membership will be open to all members of the ICCO council.

The present ICA went into force in October 1976. Under its existing terms it can be renegotiated after three years, or extended for two years.

Some of the experts pressing for fundamental alterations to the ICA point out that the market has changed radically since it was negotiated.

Yesterday's Wall Street and Canadian closing prices will appear tomorrow. Later publication is caused by the change to British Summer Time. This will continue until Eastern Daylight Time begins in the United States.

West Germany has been the main source of resistance to renegotiation.

Analysts have noted that West Germany is reluctant to enter into new agreements to stabilize commodity prices.

During the London meetings Mr Kwesi Hachema, executive director of the ICCO, called on consuming and importing and exporting countries to encourage consumption by cutting taxes and tariffs. Consequently the ICCO executive committee

has recommended to the council that member countries of the ICA should minimize obstacles to higher consumption.

This would apply to import and excise taxes in consuming countries as well as export taxes in producing countries.

In Geneva, negotiations for a new International Wheat Agreement have been going through a sticky patch, but Mr Jean

Parotte, executive secretary of the International Wheat Council, has said that he is reasonably optimistic that negotiators will reach broad agreement this week on the basic elements of a new accord.

This would cover reserve stocks of wheat to be used to control market supplies and prices, supply and purchase commitments at certain price levels for exporters and consumers respectively, food aid to developing countries, and coarse grains.

If these basic elements were agreed, surrounding provisions of the agreement would remain to be worked out, requiring renewed negotiations later this year.

However, should major issues remain unresolved, the conference would probably have to reconvene before July as the wheat talks are linked with world iron negotiations under the General Agreement on Tariffs and Trade (GATT) which are due to conclude substantive bargaining by mid-July.

But it is clear that a new wheat agreement is assured and the remaining details are a matter for routine negotiation, the next session could take place in the autumn.

Mr Parotte has said that it is his personal feeling that there will be a single arrangement with provisions covering trade

in coarse grains forming part of it as well as provisions on trade in wheat.

'Bizarre formula' for copper cuts

An interesting aspect of the recent agreement between Peru, Zambia and Zaire to cut copper production has been brought to light by the Latin American Commodities Report. The report says that the bizarre formula which has been used to calculate the extent of the cuts will commit Peru to no reductions of any kind.

Rather, Peru could yet step up its mining activity this year and have more copper than ever available for export.

"For Peru, the move is as yet little more than a skilful political exercise designed to isolate Chile within the Cipeac agreement group though it is claimed to be a desperate attempt to defend world prices."

The report quotes officials from the main government-controlled mining corporations, Andamayo and Mineroper, as saying that the announcement is devoid of any meaning and arguing that there is nothing the government can do to force them to halt production.

The agreement has been reached with Zambia and Zaire, leaves most of its options open. The agreement on a 15 per cent production cutback is based on potential rather than actual output.

In the case of Peru, total installed capacity is estimated at 430,000 tonnes. So, even after the 15 per cent reduction has been applied, it should still be able to produce 365,000 tonnes of copper this year, which is considerably more than the 343,000 tonnes achieved in 1977.

Zaire and Zambia, by contrast, will be lowering their output in absolute terms in 1978.

Wallace Jackson
Commodities Editor

Commodities

COPPER was steady. Afternoon—Cash price, 200.00; 100,000 lb, 200.00; 50,000 lb, 200.00; 25,000 lb, 200.00; 12,500 lb, 200.00; 6,250 lb, 200.00; 3,125 lb, 200.00; 1,562 lb, 200.00; 781 lb, 200.00; 390 lb, 200.00; 195 lb, 200.00; 97 lb, 200.00; 48 lb, 200.00; 24 lb, 200.00; 12 lb, 200.00; 6 lb, 200.00; 3 lb, 200.00; 1 lb, 200.00; 0.5 lb, 200.00; 0.25 lb, 200.00; 0.125 lb, 200.00; 0.062 lb, 200.00; 0.031 lb, 200.00; 0.015 lb, 200.00; 0.007 lb, 200.00; 0.004 lb, 200.00; 0.002 lb, 200.00; 0.001 lb, 200.00; 0.0005 lb, 200.00; 0.00025 lb, 200.00; 0.000125 lb, 200.00; 0.000062 lb, 200.00; 0.000031 lb, 200.00; 0.000015 lb, 200.00; 0.000007 lb, 200.00; 0.000004 lb, 200.00; 0.000002 lb, 200.00; 0.000001 lb, 200.00; 0.0000005 lb, 200.00; 0.00000025 lb, 200.00; 0.000000125 lb, 200.00; 0.000000062 lb, 200.00; 0.000000031 lb, 200.00; 0.000000015 lb, 200.00; 0.000000007 lb, 200.00; 0.000000004 lb, 200.00; 0.000000002 lb, 200.00; 0.000000001 lb, 200.00; 0.0000000005 lb, 200.00; 0.00000000025 lb, 200.00; 0.000000000125 lb, 200.00; 0.000000000062 lb, 200.00; 0.000000000031 lb, 200.00; 0.000000000015 lb, 200.00; 0.000000000007 lb, 200.00; 0.000000000004 lb, 200.00; 0.000000000002 lb, 200.00; 0.000000000001 lb, 200.00; 0.0000000000005 lb, 200.00; 0.00000000000025 lb, 200.00; 0.000000000000125 lb, 200.00; 0.000000000000062 lb, 200.00; 0.000000000000031 lb, 200.00; 0.000000000000015 lb, 200.00; 0.000000000000007 lb, 200.00; 0.000000000000004 lb, 200.00; 0.000000000000002 lb, 200.00; 0.000000000000001 lb, 200.00; 0.0000000000000005 lb, 200.00; 0.00000000000000025 lb, 200.00; 0.000000000000000125 lb, 200.00; 0.000000000000000062 lb, 200.00; 0.000000000000000031 lb, 200.00; 0.000000000000000015 lb, 200.00

1917-18		1918-19		1919-20		1920-21		1921-22		1922-23		1923-24		1924-25		1925-26		1926-27		1927-28		1928-29		1929-30		1930-31		1931-32		1932-33		1933-34		1934-35		1935-36		1936-37		1937-38		1938-39		1939-40		1940-41		1941-42		1942-43		1943-44		1944-45		1945-46		1946-47		1947-48		1948-49		1949-50		1950-51		1951-52		1952-53		1953-54		1954-55		1955-56		1956-57		1957-58		1958-59		1959-60		1960-61		1961-62		1962-63		1963-64		1964-65		1965-66		1966-67		1967-68		1968-69		1969-70		1970-71		1971-72		1972-73		1973-74		1974-75		1975-76		1976-77		1977-78		1978-79		1979-80		1980-81		1981-82		1982-83		1983-84		1984-85		1985-86		1986-87		1987-88		1988-89		1989-90		1990-91		1991-92		1992-93		1993-94		1994-95		1995-96		1996-97		1997-98		1998-99		1999-00		2000-01		2001-02		2002-03		2003-04		2004-05		2005-06		2006-07		2007-08		2008-09		2009-10		2010-11		2011-12		2012-13		2013-14		2014-15		2015-16		2016-17		2017-18		2018-19		2019-20		2020-21		2021-22		2022-23		2023-24		2024-25		2025-26		2026-27		2027-28		2028-29		2029-30		2030-31		2031-32		2032-33		2033-34		2034-35		2035-36		2036-37		2037-38		2038-39		2039-40		2040-41		2041-42		2042-43		2043-44		2044-45		2045-46		2046-47		2047-48		2048-49		2049-50		2050-51		2051-52		2052-53		2053-54		2054-55		2055-56		2056-57		2057-58		2058-59		2059-60		2060-61		2061-62		2062-63		2063-64		2064-65		2065-66		2066-67		2067-68		2068-69		2069-70		2070-71		2071-72		2072-73		2073-74		2074-75		2075-76		2076-77		2077-78		2078-79		2079-80		2080-81		2081-82		2082-83		2083-84		2084-85		2085-86		2086-87		2087-88		2088-89		2089-90		2090-91		2091-92		2092-93		2093-94		2094-95		2095-96		2096-97		2097-98		2098-99		2099-00		2100-01		2101-02		2102-03		2103-04		2104-05		2105-06		2106-07		2107-08		2108-09		2109-10		2110-11		2111-12		2112-13		2113-14		2114-15		2115-16		2116-17		2117-18		2118-19		2119-20		2120-21		2121-22		2122-23		2123-24		2124-25		2125-26		2126-27		2127-28		2128-29		2129-30		2130-31		2131-32		2132-33		2133-34		2134-35		2135-36		2136-37		2137-38		2138-39		2139-40		2140-41		2141-42		2142-43		2143-44		2144-45		2145-46		2146-47		2147-48		2148-49		2149-50		2150-51		2151-52		2152-53		2153-54		2154-55		2155-56		2156-57		2157-58		2158-59		2159-60		2160-61		2161-62		2162-63		2163-64		2164-65		2165-66		2166-67		2167-68		2168-69		2169-70		2170-71		2171-72	
Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price	Grain	Price																																																																																																																																				

Stepping Stones—Non-Secretarial—Secretarial—Temporary & Part Time Vacancies—

NON-SECRETARIAL

GENERAL MANAGING COUNCIL FOR ENGLAND AND WALES

Many scales from £10,000 to £25,000 inclusive. The General Managing Council for England and Wales is a leading national body for the recruitment of non-secretarial staff. It has a wide range of vacancies in the public and private sectors. For more information, contact the General Managing Council, 100, Strand, London, W.C.2R 2JH.

PERSONAL ASSISTANT

International Picture Agency

St. John's Wood

Director of leading photo library. Join a team of personal assistants in selling great pictures. Advertising agency or similar experience useful. Salary and benefits. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

HOME ECONOMICS ASSISTANT

National Federation of Women's Institutes wishes to recruit a full-time Assistant to the Home Economics Adviser. London-based at HQ near Victoria. Willing to travel throughout England and Wales. Salary £2,750 to £3,000.

Information and application form from: **General Secretary, Ref. HE/A, N.F.W.I., 33 Eccleston Street, London SW1W 9NT**

N.F.W.I. ASSISTANT TO MARKETS ADVISER

Persons are invited from persons, preferably in agriculture, to assist in advising on the number of W.I. markets in England and Wales. Candidates: 25-30, able to drive should be active. Willing to travel, with some knowledge of agriculture. Salary negotiable on scale £2,750 to £3,000.

Information and application form from: **General Secretary, Ref. M.A.1, N.F.W.I., 33 Eccleston Street, London SW1W 9NT**

SO YOU THINK YOU CAN SELL?

Are you an experienced salesperson? Do you have a proven track record? We are looking for salespeople to sell our products. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TWO TELEAD CANNASERS

Required by a leading National Newspaper to join a team of telead cannasers. Salary and benefits. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TEMPERING OFFERS

Drake Overland Temporarily are seeking experienced tempers. 2 WEEKS PAID HOLIDAYS. PLUS BANK HOLIDAYS. Apply to: **DRAKE OVERLAND, 01 536 3322**

TIP TOP TEMP CONTROLLER

£2,000. We are a small, successful, growing company. We are looking for a tip top temp controller. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

INTERVIEWERS TO TRAIN

Age 30-40, £2,500 to £3,000 (includes commission). We are looking for interviewers to train. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

AN AGENCY RECEPTION

A dynamic W.I. agency needs a smart and friendly receptionist. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

LIKE DRIVING?

Three jobs available. We are looking for people who like driving. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

HOUSEWORK

Part-time housework. We are looking for people to do housework. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

NON-SECRETARIAL

INTERVIEWER

To join our team. You'll need to be full of confidence, able to think quickly and clearly, and have a good knowledge of the company. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

Do you have a flair for selling beautiful clothes to discerning people?

If you have a sense of humour, a flair for selling beautiful clothes to discerning people, and a good knowledge of the company, we are looking for you. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

MEDINA

Fashion conscious and experienced Stockkeeper/Sales Assistant required to divide their time between our established shop in SW1 and our new shop opening shortly in SW2. Good pay and generous discount for Planning ring 01 536 3322

Sales/Typist Receptionist

Required for a leading National Newspaper to join a team of sales/typist receptionists. Salary and benefits. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

Film Company, W1

Film Company, W1. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

EAST COLLEGE LEAVER

Would you enjoy working in a team of professional staff? We are looking for leavers from East College. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SENIOR SECRETARIES

College Leaver. We are looking for senior secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

MEET VISITING VIPS...

arrange their travel, entertainment, hotels and more. We are looking for people to meet visiting vips. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY TO MANAGING DIRECTOR

Of a leading National Newspaper. We are looking for a secretary to the managing director. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

DON'T SPEAK, JUST LISTEN

CLIMB TO SUCCESS. We are looking for people who can listen. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

CLIMB TO SUCCESS

Own office in W.1 for competent Secretary who has fast, efficient, and a pleasant telephone manner. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

Bernadette of Bond St.

Recruitment Consultants. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

PUBLISHING SECRETARIES

For a leading National Newspaper. We are looking for publishing secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

Part-time Vacancies

Various part-time vacancies. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

INTELLIGENT PERSON

required part-time (3 days, hours negotiable) to assist in the running of a small business. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ANTHONY'S BOOKSHOP

West End. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARIAL

BRITISH STANDARDS INSTITUTION ADMINISTRATIVE ASSISTANT

Salary to £3,600. The British Standards Institution, incorporated by Royal Charter, is the independent national body for preparing and promoting British Standards. It provides the Secretariat for the BSI Standards Association, the association of standards users in the UK, and it is here that we have a newly developed post of Administrative Assistant.

Do you have a flair for selling beautiful clothes to discerning people?

If you have a sense of humour, a flair for selling beautiful clothes to discerning people, and a good knowledge of the company, we are looking for you. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

WE NEED PATHFINDERS VERY SPECIAL PEOPLE

For a leading National Newspaper. We are looking for pathfinders. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY TO GENERAL MANAGER

of residential flat-end club. We are looking for a secretary to the general manager. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

OIL W.I. £4,000

Major American Oil Co. near London. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

PUBLISHING

Secretaries required for small but rapidly expanding editorial office. We are looking for publishing secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

London Borough of Bromley

RAVENSBURG COLLEGE OF ART AND DESIGN. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY TO THE PRINCIPAL

(POST NO. 11). We are looking for a secretary to the principal. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

FINANCE DIRECTOR'S SEC-MAYFAIR

Finance Director's Sec-Mayfair. We are looking for a finance director's secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

CONFIDENTIAL SECRETARY

needed for the Chairman of a leading National Newspaper. We are looking for a confidential secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

AMERICAN PHOTOGRAPHY

needed for the Chairman of a leading National Newspaper. We are looking for an American photographer. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

DESIGN COUNCIL TEMP SECRETARY

REQUIRES. The Design Council is responsible for promoting good design. We are looking for a temp secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ADVERTISING AGENCY

COVENT GARDEN. We are looking for people to join our team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

RECEPTIONIST/TYPIST

needed for the Chairman of a leading National Newspaper. We are looking for a receptionist/typist. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

EDUCATED, aware, capable, level

needed for the Chairman of a leading National Newspaper. We are looking for an educated, aware, capable, level person. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

OFFSHORE CONSULTANTS

W.I. needed for the Chairman of a leading National Newspaper. We are looking for offshore consultants. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY

Invest Gen. the General Manager of Austin Reed Ltd. Regent Street. We are looking for a secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

MAGAZINE REQUIRES SECRETARIES

A leading colour magazine requires secretaries to work in their busy offices. We are looking for magazine secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

AMERICAN INVESTMENT BANK in City

requires Secretary. We are looking for an American investment bank secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY TO ARCHITECT

50-hour week in pleasant office in City. We are looking for a secretary to an architect. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ARTS COUNCIL OF GREAT BRITAIN ART DEPARTMENT

A secretary/assistant is required for the Arts Council of Great Britain. We are looking for an arts council secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

HELPING HAND

needed for the Chairman of a leading National Newspaper. We are looking for a helping hand. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

COMMUTE TO LONDON BRIDGE?

Then this company is only a few minutes away and they are looking for people to join their team. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

CLUB SECRETARY RECEPTIONIST

Club opening shortly in fashionable London. We are looking for a club secretary/receptionist. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

COLLEGE LEAVER CAREERS

First class secretarial openings in Publishing, Advertising, etc. We are looking for college leaver careers. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TO £4,200

Varied and interesting position as PERSONAL SEC. to a leading National Newspaper. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ASSISTANT TO VICE PRINCIPAL

DAVIES' COLLEGE, W.C.1. We are looking for an assistant to the vice principal. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

BOND STREET ESTATE AGENTS

required efficient, pleasant, experienced Secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TOP SALARY FOR TOP PERSON

Secretary to Director of a leading National Newspaper. We are looking for a top salary for top person. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY

needed for the Chairman of a leading National Newspaper. We are looking for a secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ARTS, ANTIQUES AND PUBLISHING JOBS

are our specialty for temporary secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SENIOR EXECUTIVE

needed for the Chairman of a leading National Newspaper. We are looking for a senior executive. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

LA CREME DE LA CREME

P.A. SECRETARY

to £5,000. Our clients, a City-based firm of stockbrokers, are looking for a 'super' secretary; someone around 30, with a good education, excellent skills and an outgoing personality. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

Consider the fun—and responsibility—of working as a SECRETARY in a much-advanced position within newly set up prestigious showroom and offices of American motor company in central London where you will be required to make a strong, personal contribution to the launching next month of their new car range and subsequent sales campaign. You would be joining a vigorous and very sales-orientated team, determined to go on growing. . . . A secretary aged 21-27 could expect a salary up to £4,000 or opt for a basic + bonus which could well reward you more!

You need skill, intelligence . . . and Kay Sykes

Discover the consultancy which deals exclusively with permanent appointments for conscientious people skilled in secretarial and administrative work. We take particular care to match people to positions. If you're looking for appreciation as well as career satisfaction, phone Kay Sykes on 01-437 3103.

DIRECTOR'S SECRETARY

£4,000. A FLEXIBLE APPROACH. We are looking for a director's secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

THE JOHN LEWIS PARTNERSHIP

requires a SENIOR SECRETARY. We are looking for a senior secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TRAVEL

£4,000. One of the Senior Executives of an International O.T. Company with high potential offices in the West and East. We are looking for travel. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ADMINISTRATOR TO ADVERTISING

£3,500. As Secretary to the P.M. Manager, your duties will be varied and interesting. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

CLUB SECRETARY RECEPTIONIST

Club opening shortly in fashionable London. We are looking for a club secretary/receptionist. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

COLLEGE LEAVER CAREERS

First class secretarial openings in Publishing, Advertising, etc. We are looking for college leaver careers. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TO £4,200

Varied and interesting position as PERSONAL SEC. to a leading National Newspaper. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ASSISTANT TO VICE PRINCIPAL

DAVIES' COLLEGE, W.C.1. We are looking for an assistant to the vice principal. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

BOND STREET ESTATE AGENTS

required efficient, pleasant, experienced Secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TOP SALARY FOR TOP PERSON

Secretary to Director of a leading National Newspaper. We are looking for a top salary for top person. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY

needed for the Chairman of a leading National Newspaper. We are looking for a secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ARTS, ANTIQUES AND PUBLISHING JOBS

are our specialty for temporary secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SENIOR EXECUTIVE

needed for the Chairman of a leading National Newspaper. We are looking for a senior executive. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

KAY SYKES

10 Golden Square, London, W1R 3AF

Consider the fun—and responsibility—of working as a SECRETARY in a much-advanced position within newly set up prestigious showroom and offices of American motor company in central London where you will be required to make a strong, personal contribution to the launching next month of their new car range and subsequent sales campaign. You would be joining a vigorous and very sales-orientated team, determined to go on growing. . . . A secretary aged 21-27 could expect a salary up to £4,000 or opt for a basic + bonus which could well reward you more!

You need skill, intelligence . . . and Kay Sykes

Discover the consultancy which deals exclusively with permanent appointments for conscientious people skilled in secretarial and administrative work. We take particular care to match people to positions. If you're looking for appreciation as well as career satisfaction, phone Kay Sykes on 01-437 3103.

DIRECTOR'S SECRETARY

£4,000. A FLEXIBLE APPROACH. We are looking for a director's secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

THE JOHN LEWIS PARTNERSHIP

requires a SENIOR SECRETARY. We are looking for a senior secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TRAVEL

£4,000. One of the Senior Executives of an International O.T. Company with high potential offices in the West and East. We are looking for travel. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ADMINISTRATOR TO ADVERTISING

£3,500. As Secretary to the P.M. Manager, your duties will be varied and interesting. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

CLUB SECRETARY RECEPTIONIST

Club opening shortly in fashionable London. We are looking for a club secretary/receptionist. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

COLLEGE LEAVER CAREERS

First class secretarial openings in Publishing, Advertising, etc. We are looking for college leaver careers. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TO £4,200

Varied and interesting position as PERSONAL SEC. to a leading National Newspaper. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ASSISTANT TO VICE PRINCIPAL

DAVIES' COLLEGE, W.C.1. We are looking for an assistant to the vice principal. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

BOND STREET ESTATE AGENTS

required efficient, pleasant, experienced Secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

TOP SALARY FOR TOP PERSON

Secretary to Director of a leading National Newspaper. We are looking for a top salary for top person. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SECRETARY

needed for the Chairman of a leading National Newspaper. We are looking for a secretary. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

ARTS, ANTIQUES AND PUBLISHING JOBS

are our specialty for temporary secretaries. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

SENIOR EXECUTIVE

needed for the Chairman of a leading National Newspaper. We are looking for a senior executive. Apply to: **JOHN MICHAEL BROWN, 01 536 3322**

The Times Reader Services Directory

The who's who of what's where

The Times Reader Services Directory

The who's who of what's where

The Times Reader Services Directory

The who's who of what's where

lines.—Select addresses in your local telephone directory.

The Chartered Surveyors

Valuers for money

by Michael Hanson

When the Prince of Wales visited Brazil earlier this month, it was explained to him that the reason he was holding an investiture in a modern flat bought for the British Ambassador for £191,000 was that the grand old British Embassy building in Rio de Janeiro had been sold in 1975 for £2.2m. That rather neat property deal on behalf of the British taxpayer was effected by estate surveyors working for the Property Services Agency of the Department of the Environment, which manages government property all over the world. It is one example of the work of the surveyor in the modern world, and is a far cry from the public image of a surveyor as a man with a theodolite, measuring poles and chains. If history is about maps, then surveying to many people is still about maps who make maps. After all, it was surveyors who set out the Pyramids, who aligned the Roman roads and who mapped the ancient world. Some still do make maps, and the work of the Ordnance Survey is the most respected in the world. But

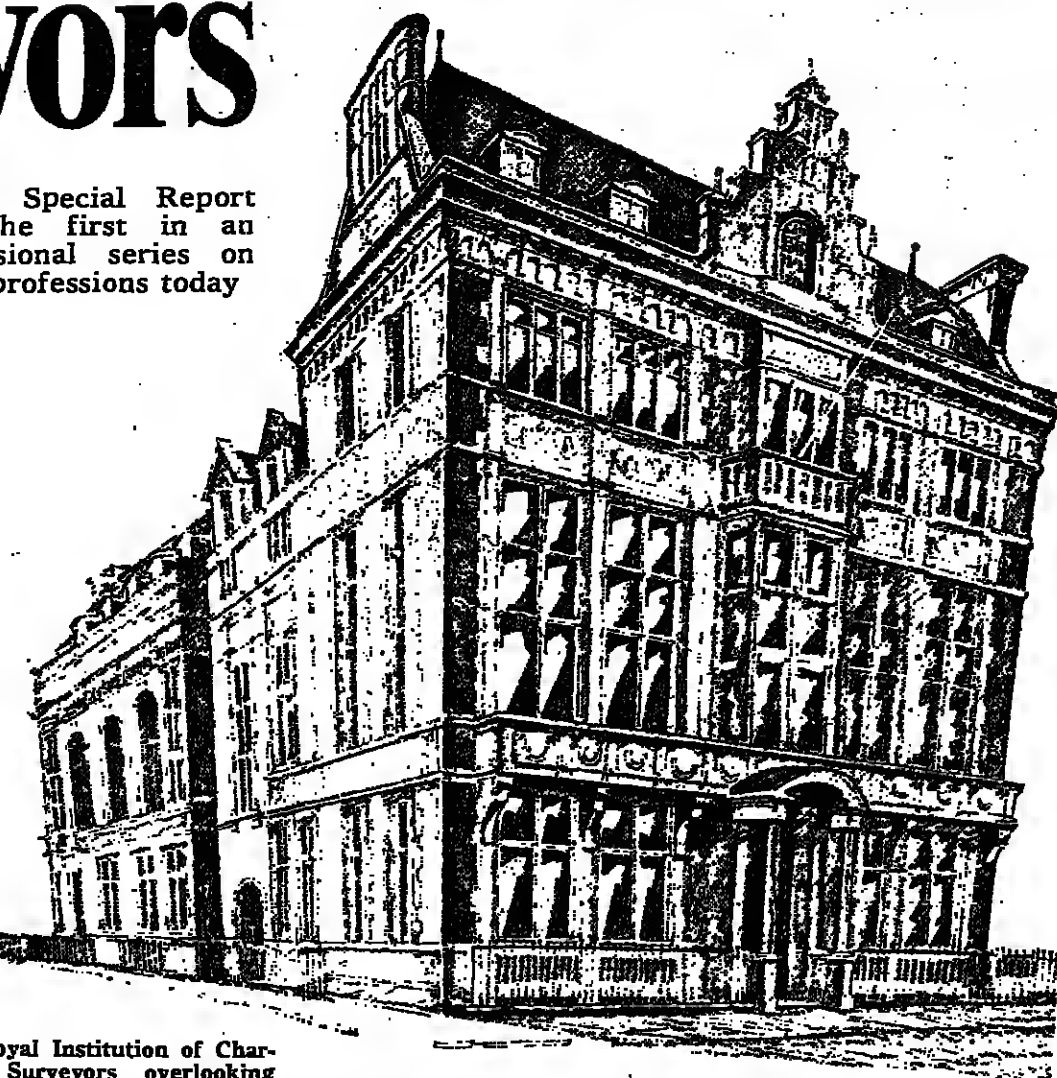
maps are merely the tools of their trade in most surveyors, to be used as the basis of some other activity involving property, such as identifying the boundaries of a farm for sale, showing the site for a new development of shops or offices, or even granting concessions for oil-drilling (for hydrographic surveyors chart the seas as thoroughly as land surveyors map the land). Although the motto of the Royal Institution of Chartered Surveyors is *Est modus in rebus*, which is usually taken to mean "there is measure in all things", it is the value of property that is all important today. If or when a wealth tax is introduced in Britain, it will make more work for chartered surveyors, who will either be employed by the Inland Revenue to value the property and chattels that will be subject to an annual progressive tax, or to challenge the assessments. It is of some comfort to an already overtaxed nation that has largely lost the incentive to create and husband wealth that there are still many important details to be worked out before a wealth tax can be introduced. In the meantime,

there is still plenty to occupy surveyors in the Inland Revenue preparing the valuations for the purpose of local rates, capital gains, development gains or capital transfer tax. The person to blame for the number of chartered surveyors employed by the Inland Revenue is Lloyd George, for it was his "People's Budget" in 1909 that included a tax on the unearned increase in the value of land, which led the Inland Revenue to advertise for surveyors and to create a Valuation Office. Today that office is the largest valuation agency in the world, with hundreds of surveyors working for it. Not only does the Inland Revenue employ chartered surveyors, but so do central and local government as a whole. Most local authorities now have a valuation and estates department. As a recent report to the council of the Royal Institution of Chartered Surveyors pointed out: "The future of the valuation surveyor in local authority service seems assured", and the increasing attention being paid to the revival of the inner cities is seen as "a newly identified area of opportunity".

Not all valuation work is carried out by surveyors in the public service, however. Of the 39,000 qualified members of the RICS, almost 20,000 could be described as valuation surveyors, about two-thirds of whom work in private practice. As the same report said: "The valuation surveyor in general practice continues to be the best equipped, both by training and experience, to undertake the general run of valuation work required in our modern society." That report was a response to the infiltration of other professions into valuation. The involvement of accountants in valuation has tended to increase since the introduction of capital gains and capital transfer taxes. These new taxes have coincided with a period of inflation that has led to many of the traditional concerns of valuation being called into question. There is now a continuous dialogue between the RICS and the Institute of Chartered Accountants about standards for inflation accounting. Though accountants have long been involved with finance, few would dispute that a surveyor is the best man to value land and

buildings. It is therefore surprising that it was not until the Insurance Companies Act 1974 that there was a statutory requirement for valuation surveyors to be professionally qualified. One of the problems about public recognition of chartered surveyors has been their very name. Everyone knows that lawyers deal with the law (even if they do not know much about the work of barristers and solicitors) and that accountants handle accounts, but what do surveyors do if they do not measure land and make maps? This simple question is the object of considerable dispute within the profession. The RICS is seeking to introduce the designation "chartered valuation surveyor" for those members who specialise in valuation work, but this has led another professional body, the Incorporated Society of Valuers and Auctioneers, to protest to the Privy Council. Several members of the RICS are also unhappy about the parallel proposal to discontinue the use of such designations as "chartered auctioneer and estate agent" and "chartered land

This Special Report is the first in an occasional series on the professions today



The Royal Institution of Chartered Surveyors overlooking Parliament Square, London. Illustration: Gerry Greaves

continued on page 14

Roots go back as far as 1794

by Patrick O'Leary

In 1868 some 20 men met in London and decided to establish the Institution of Surveyors. Today it is the Royal Institution of Chartered Surveyors, with 39,000 corporate members and more than 13,000 probationers and students.

Down the years the RICS has absorbed a number of other bodies, including the Institute of Mining Surveyors, the Faculty of Surveyors of Scotland, the Scottish Estate Factors, and the Irish Land Agents Society. In 1903 there was a breakaway movement when some

members took part in the formation of the Quantity Surveyors' Association, but they returned to the fold 20 years later. Probably the most significant move was the amalgamation of the institution in 1970 with the Chartered Auctioneers and Estate Agents Institute and the Chartered Land Agents Society. The process may not be at an end yet; merger proposals were discussed with the Institute of Quantity Surveyors two years ago, but did not receive the necessary majority when its members voted.

The need for surveyors to band together had been acknowledged well before 1868. A Surveyors' Club was

founded in 1794, the Land Surveyors' Club in 1834, and the Surveyors' Association in 1864. The profession had evolved from a number of different activities, such as the old measurers who paced out land holdings, map-makers, agents who superintended country estates, auctioneers, men in the building trade, and others associated with railway engineers, public works and mining. Consequently there was confusion about qualifications and standards, which left the way open for charlatans. Leading surveyors felt it was time to protect the interests of clients and their own. In his lively history, *Chartered Surveying: The*

Growth of a Profession, Mr F. M. L. Thompson comments drily: "The very Victorians who condemned trade unions as vicious, restrictive, futile, and unwarrantable interference with individual liberty, flocked to join professional combinations." When the institution was founded, its early members were mainly valuers, estate managers, building surveyors, quantity surveyors and land agents. A correspondent in *The Builder* appealed for "an association which could sort out sheep and goats, and strive to establish public acceptance of its membership as a badge of respectability and reliability", but the new organization was forced to

proceed slowly. Its future depended on the ability to persuade surveyors that they would benefit by joining, and it was not possible to impose the discipline that is exercised today. Many years passed before a detailed code of conduct was agreed, but an important step was the establishment of professional qualifying examinations, which became fully compulsory in 1891. Attempts to regulate fees met strong resistance, but a general scale was issued in 1914, and has been revised and extended many times since. Ironically, such scales have now come under attack from the Monopolies Commission. However, surveyors are

no strangers to in-fighting along the corridors of power. Legislation of all kinds, from the enclosure Acts to the latest rest restrictions, has affected their business. That was one reason the institution's headquarters was installed close to the Houses of Parliament, and has remained there. Even in 1872, apparently, a topic of public concern was the possible exhaustion of British coalfields. Nine years later the institution received its charter, and in 1946 was granted permission to use the title Royal Institution of Chartered Surveyors. The Queen

is its patron. Last year the surveyors also became a livery company of the City of London, with membership drawn from the institution. Mr Robert Steel, secretary general of the RICS, said that in recent years, considerable efforts had been made to put surveyors' views on national affairs before the Government and public. "We produce about 25 reports a year," he said. "Among them have been studies on land policy and housing. Another is going on into planning."

Mr Steel continued: "We are also about to start work on what could be a blueprint for the profession in the 1980s, which will be published perhaps next year. It will consider the role of professions in society as a whole, and the likely ways in which surveying will develop." On present trends, he said, British surveyors had made good progress in development work in Europe and the Middle East. "There are now about 250 members living and working in Europe, and a similar number based in the United Kingdom also work in Europe."

There had been discussions with other European Community countries on mutual recognition of qualifications, but on the Continent different kinds of surveyors belonged to separate organizations. Britons, however, had found few impediments to practising in Europe, except in France which had passed a law saying foreigners not working there before 1973 would have to obtain French qualifications before practising as estate agents. Members of the institution are active in multinational bodies, notably the International Real Estate Federation, the International Federation of Surveyors, and the Commonwealth Association of Surveying and Land Economy. One aim of the commonwealth association, founded in 1969, is to encourage the establishment of professional bodies and educational courses in countries where formerly by expatriates.

Richard Ellis

AN ADVERTISEMENT FOR CHARTERED SURVEYING

Richard Ellis is chartered surveying... encompassing the complete commercial and industrial property sphere, not only in the United Kingdom, but internationally. All of the services,

characterised by a high degree of personal involvement, as well as technical skill, are outlined in a booklet, *The Complete Picture*. If you would like a copy write to:

Richard Ellis, Chartered Surveyors, 64 Cornhill, London EC3V 3PS. Telephone: 01-283 3090

London W1, Glasgow, Brussels, Paris, Amsterdam, Madrid, Johannesburg, Cape Town, Durban, Melbourne, Sydney, Perth, Adelaide, Brisbane, Chicago, Toronto, Montreal, Vancouver, Singapore, Hong Kong

Richard Ellis

Chartered Surveyors



Mr Square Footage's international services

Knight Frank & Rutley have a long history of undertaking work around the world. Since the beginning of the century, services have been provided in over sixty different countries. The five autonomous firms which make up the Group operate through fifteen offices located in Europe and Africa. Though independent, each firm works to the same high degree of professionalism, with the common aim of providing the best possible service, no matter in which country the interests may arise.



Knight Frank & Rutley
20 Hanover Square London W1R 0AH
Telephone 01-629 8171 Telex 265384

Cluttons

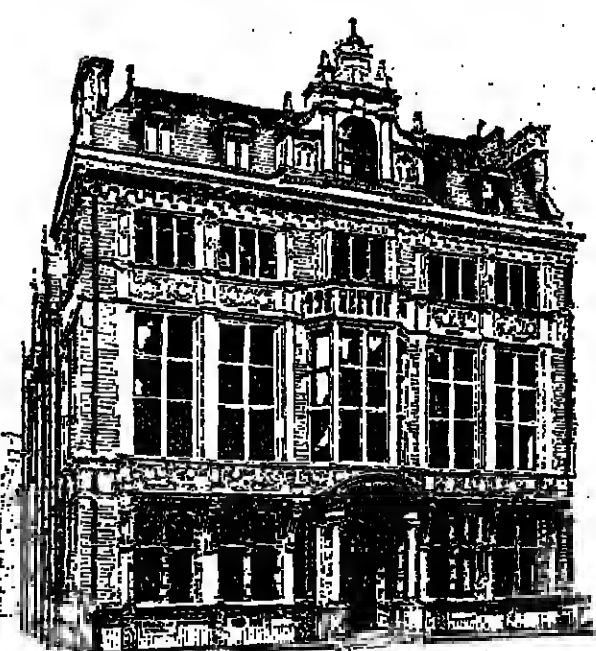
Chartered Surveyors
Established 1765

We take pride in our long association with the institution since its foundation

London Offices:
Westminster, Mayfair, Kensington & Chelsea

Regional Offices:
Bath, Wells, Canterbury, Oxford & Harrogate

Overseas Offices:
Dubai (U.A.E.), Bahrain



BEST WISHES TO THE RICS ON THE REOCCUPATION OF ITS WESTMINSTER HEADQUARTERS

from
Pepper Angliss & Yarwood
Chartered Surveyors, 6 Carlos Place, London W1

Return after exile

by Patrick O'Leary

In January the London staff of the Royal Institution of Chartered Surveyors returned to the premises overlooking Parliament Square from which they had been exiled for nearly two years. The headquarters at 11/12, Great George Street has been extended and refurbished at a cost of about £1.7m.

Its main frontage was designed in the 1890s by Alfred Waterhouse, architect of Manchester Town Hall and the Prudential Assurance offices in Holborn. It has a confident, if slightly fanciful air, the freshly-cleaned stone, brickwork and stained glass contrasting with the Treasury and Middlesex Guildhall near by. This bold frontage masks an assembly of buildings from other periods.

On one side, down Great George Street, is a 1780s house acquired by the institution in 1900. Its preservation was one of the hardest parts of the restoration.

On the other side, round the corner in Little Sanctuary, is the bow-windowed addition to Waterhouse's work designed by his son, Paul. Next to this now rises a new wing providing some 19,000 sq ft of space to bring the total to more than 60,000 sq ft.

Red brick and lead were used in this extension to harmonize with the original facade, and it does not intrude on the skyline. However, a roof terrace has been installed from which privileged guests can gaze down on the busy thoroughfare of George Street, Sir Winston Churchill and other statesmen commemorated in Parliament Square.

Until 1939 this view was blocked by offices on the other side of Little George Street. But, Middlesex County Council, with subscriptions from the RICS, the Pilgrim Trust, London County Council and the Treasury, acquired the site and added it as open space to Parliament Square.

The architects concerned, Rolfe Judd Group, said: "When in early February, 1976, listed building com-

promisingly modern reception station guards the way to the Victorian staircase with its marble pillars.

In the Georgian section, double-glazing reveals that an outer original window sill slopes sharply compared with its modern partner. One of the shocks awaiting the restorers was to find that in places the building was 9in out of level in a space of 25ft.

The floor of what is now the members' bar and lounge also has a disconcerting slope, but it is worth braving this to admire the antique brass chandeliers. Possibly the most painstaking task was that of two craftsmen who spent weeks stripping layers of varnish from oak panelling in the conference room to restore its true golden beauty.

Had it not been for changing tastes, their efforts would not have been required. In 1962 the institution secured approval in principle from the LCC and the Royal Fine Arts Commission for a new building on the site.

But demolition was held up by proposals for replanning Parliament Square. These were dropped, but by the time the situation was clarified, conservation had become fashionable and Victorian architecture had acquired an old world charm.

When it was decided in 1974 to renovate and extend the existing buildings, a further complication arose. Because of the Community Land Act and the impending introduction of development land tax, it was essential for all the necessary building permits to be obtained before April 5, 1976.

Since the Georgian building is listed as of architectural and historic interest, and because of official sensitivity about any development impinging on the Westminster scene, plans were subjected to special scrutiny. They had to be approved by the Royal Fine Arts Commission, Westminster Planning Committee, and the Greater London Council Planning and Historic Buildings Committee.

The architects concerned, Rolfe Judd Group, said: "When in early February, 1976, listed building com-

sent was finally agreed by the GLC, the normal postal procedures between the GLC, Department of the Environment and Westminster were short-circuited with the cooperation of the offices involved, and a few weeks of correspondence condensed through delivery by hand, into a few hours.

It is possible this bureaucratic hurdle owed something to a number of the officials being themselves members of the RICS.

Mr Anthony Judd said: "The project raised just about every problem there is both of refurbishing and of building. The foundations are so what was originally the marsh surrounding Westminster Abbey; as the piles went down, so water came up."

The contractors were A. E. Symes Construction, and their parent company at the time went into receivership 18 months ago, just when the new building was rising and we wanted to get it watertight. However, A. E. Symes then became part of the John Willmott Group and work continued with the same staff.

Apart from the architects and contractors, Haslemere Estates acted as project managers and agents for the RICS. Close Morton & Partners were the quantity surveyors, and Brian Griffiths and Associates were the consulting structural engineers.

The project also involved 35 sub-contractors and suppliers, their contributions ranging over such varied work as installing precast flooring, treating rotten timber, and matching existing wrought iron railings in the Georgian house.

As work progressed, hidden defects in the existing structures were revealed and rotten timber had to be replaced with steel beams. When it was all over, some 120 staff moved back into their refurbished offices. They had taken temporary refuge in 29 Lincoln's Inn Fields, which housed the Chartered Auctioneers and Estate Agents Institute until it amalgamated with the RICS in 1970. This building has been sold in help to pay for the improved headquarters.

Estate agents welcome Bill to control them

by J. R. Thomas

The estate agent in the RICS is a highly qualified valuer and many chartered surveyors are also estate agents. As a result, a high proportion of the members of the general practice division, whom I represent, practise estate agency; many perhaps even more important to the client with house agency.

They meet directly the general public of a greater extent than most other professions. Consequently, they are, with other estate agents, often in the news—in the press, on the radio, on television. Much of the criticism levelled at estate agents by the media concerns matters mostly outside their control. For example, rises in house prices, short-ago of mortgage funds, gapmumping, and delays before contract, to quote a few.

It cannot be denied that misbehaviour, sharp practice and bad advice give rise to criticism and do occur; but, unlike some professions, the professional bodies do not have the power, in cases of misconduct, to deprive the miscreant of his livelihood. The function of an estate agency, unlike for example, law or architecture, is not registered by statute. All that is at risk, so far as the individual is concerned, is the loss of a professional qualification. As a result, the misbehaviour of a few, whether qualified or not, tends to tarnish the reputation of all.

Home ownership, now encouraged by all the significant political parties, will increase—the qualified estate agent must ensure that he is able to meet all competition both in the residential and commercial markets. The responsibility RICS members carry is enormous, and it is our task to show by our behaviour and integrity that the public interest will best be served by seeking advice from agents who are qualified to provide that advice where it is sought.

In commercial estate agency, the chartered surveyor's knowledge and skill are internationally respected. Few countries have a professional organisation

structure comparable with the RICS and as a consequence the independence of the chartered surveyor is realized increasingly as a marked advantage in the client's interest. While in the residential market the advantages of using professionally qualified advice are clear, they are perhaps even more important to the client in commerce.

Guidance on, for example, shopping centre schemes, office block developments, industrial complexes and the land taxation impact of such undertakings, are areas where the experience and knowledge of a chartered surveyor become a necessity.

The chartered surveyor as a valuer and estate agent enjoys great respect for his integrity and ability. His worth as a valuer is at the core of the profession of a chartered surveyor irrespective of the division of the institution to which he is attached. His advice is sought throughout the Commonwealth.

Many general practice firms have offices, or are represented, in foreign countries where they are an active property market. His independent advice, when acting specifically for purchaser or seller as a valuer and estate agent, stands supreme in countries where previously only the broker's advice has been available.

Our standards of conduct and procedure have been prescribed in the public interest and qualified estate agents observing these, or their equivalent elsewhere, are raising standards for the public benefit. Any idea therefore that these guidelines are restrictive and unnecessary is misplaced. Unfortunately no such standards are at present imposed on those in practice who choose not to be attached to a governing body. As a result, sharp practice, the non-disclosure of interest and inadequate advice, can occur without sanctions being available.

Hidden last month among the welter of proposed legislation, and sponsored as a private member's Bill, lies the latest attempt, the Estate Agents Bill, to improve the standards of the profession.

duce a measure of control into agency activities. Much research has been undertaken by the Department of Prices and Consumer Protection in conjunction with the profession by the principles behind the Bill were taken up by Bryan Davies MP.

The profession of land made its first attempt to introduce legislative control in 1888. Many a great "endeavour" failed. Failure has been caused by lack of agreement among as various in 1963. Parties voted 54 to 6 to favour a Bill to register the profession of estate agency. Reg-

hly an attendance of 100 members in the House on voting day is the measure to die.

It is clear that Parliament was not then aware of dangers of allowing it to set-up an estate agent's profession, yet the profession's strenuous efforts to the position to merge both Houses. Now it is clear that through increased lobby to the few cases fraud. Parliament prepared to give support.

Significantly, one standing difference between the situation then and now is that the best representing estate agents were divided. Today, while varying united in their determination to see the Bill passed.

The following are described as the significant proposals. Agents hold deposits in an account; notify client the basis of their charges; be covered approved indemnity insurance for deposits close any beneficial in the property offered.

In addition, under bankruptcy will be from acting as per The Secretary of State have power to order minimum stand competence to be a estate agency.

The author is president of the Royal Institution of Chartered Surveyors.

Not enough depth to those charts

by David Haslam

Interest in the North Sea as a source of hydrocarbons began soon after the discovery in 1959 of a huge natural gas field in the Groningen province of the Netherlands. The first requirement was for basic charts but the simultaneous development of oil (very large crude carrier) vessels with double the draught of conventional tankers, and of equipment to exploit hydrocarbons in waters as deep and as exposed as the North Sea, found all national hydrographic offices ill-equipped.

On land, anyone wishing to build a factory or sink a mine in Britain will turn first to a modern, large-scale Ordnance Survey map and then employ land surveyors for the detailed surveys required to determine the nature of the foundations, slopes and construction design. At sea, the Hydrographer of the Navy has produced charts of the North Sea as part of the Admiralty's worldwide series for over 180 years, but, in 1959, the largest-scale chart of the central North Sea was on a scale of 1:658,000—about 10 miles to the inch, and the depths shown were mostly taken by hand-leadline more than 100 years earlier; large portions were quite unverified.

The chart was quite adequate for the shipping for which it was produced, since ships' draughts had not changed significantly and all obstructions likely to endanger such ships were thought to have been found. With a fleet of only 13 survey ships to meet the worldwide needs of British warships, merchant ships and others interested in the sea, their efforts had been concentrated in areas with an unstable seabed and where new trade routes required better charts. There were very few experts outside national hydrographic offices with knowledge of surveying offshore and no civil hydrographic training schools.

Before any extensive North Sea exploration had begun, most of the states concerned had agreed on their mutual continental boundaries within which each would allocate exploration licences; they mostly used median lines, equidistant from the low-water lines as shown by surveys on the largest-scale charts. But the geographical datum on which British charting was based could not be connected by accurate distance measurement across the North Sea to the datum points used on the Continent, to ensure the accurate physical location of the agreed boundaries. It is only since American satellites became available recently that surveyors have been able to connect precisely the land-massess surrounding the North Sea.

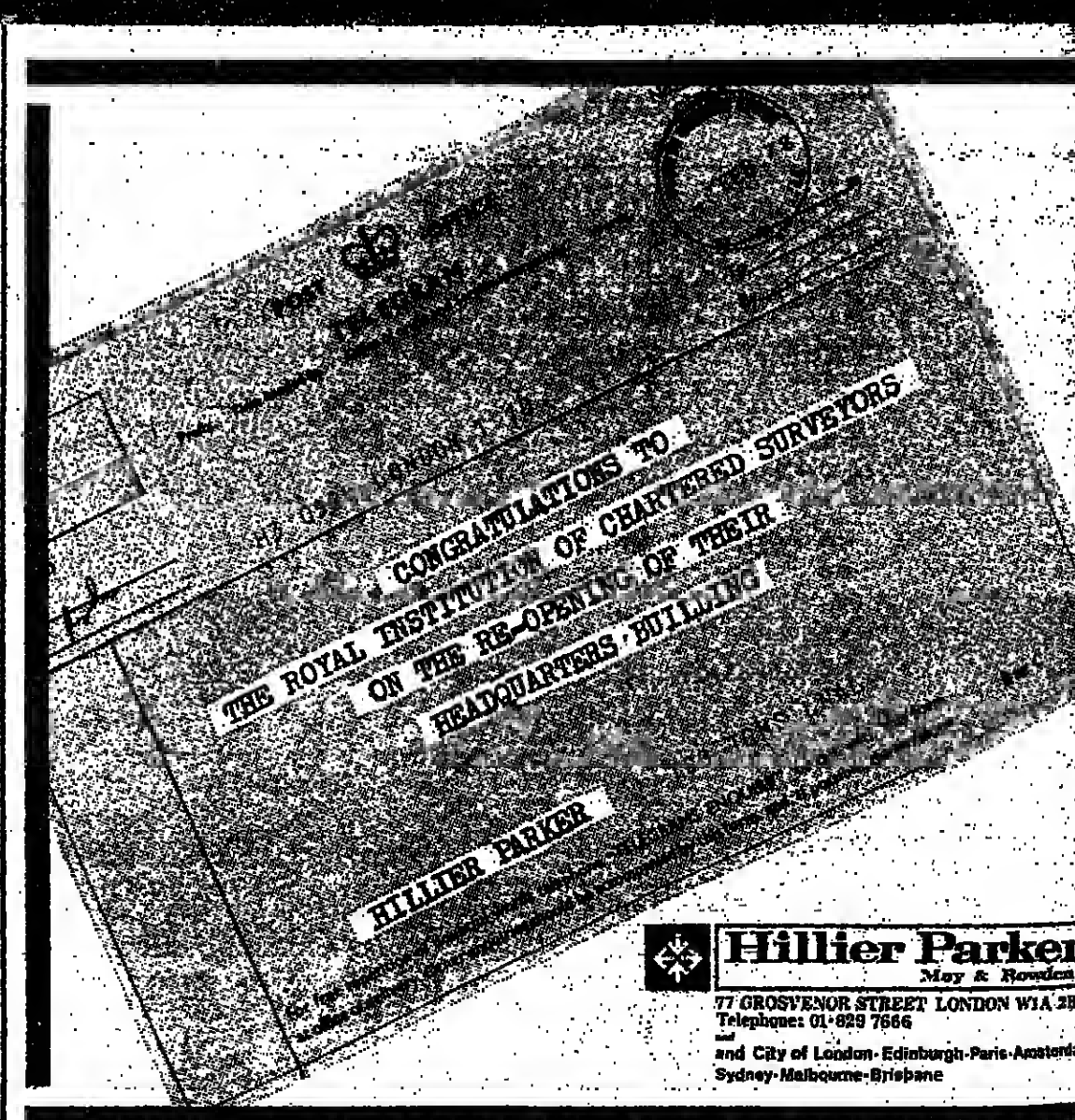
The first British exploration licences were allocated in September 1964 and the sudden demand for geophysical and hydrographic surveys with offshore experience led to a rapid build-up of the private sector. The Department of Energy funded a reconnaissance study by the Institute of Geological Sciences and some work by Royal Naval surveying ships in the mid-1970s but thematic charts of the geological composition of the North Sea were unavailable when commercial surveys were started in 1964.

The routes along which oil and gas would be piped ashore from the central North Sea sites could not be planned in the blank, unsurveyed, areas and private surveyors had to survey narrow routes using echo sounders, sidescan sonars and seismic profiling equipment and then guide the pipe-laying barges along these narrow strips. Such surveys, although well meeting all the requirements of the construction work involved, did not necessarily locate all the obstructions near by.

Some 12,500 known wrecks remain to be positioned exactly on the British continental shelf; in 1977, Royal Naval surveying ships found over 100 previously unknown wrecks in two small areas alone and there are undoubtedly many more potentially dangerous to vessels bringing hydrocarbons across the North Sea along routes hitherto unused. Commercial surveys of the new oil terminal at Sullom Voe were extended by Royal Naval surveys in 1977 and a new chart has just been published. The production sites in the North Sea are virtually new ports, off-shore and special large-scale charts have been added to the Admiralty series. But, less than a fifth of the British sector of the North Sea is yet surveyed adequately for vessels and much surveying remains to be done.

With surveyors from so many disciplines—in addition to the land and hydrographic surveyors of the RICS—playing such an important role in the North Sea and elsewhere in the world, the Hydrographic Society was formed in 1972 to act as an international catalytic forum for the exchange of knowledge and ideas on surveying at sea. The importance of the surveyor's role is illustrated by an abstract from a recent United Nations report: "Those responsible at the highest level in government should recognize that, in the marine environment, there can be no exploitation of resources without exploration and there can be no exploration without hydrographic surveying."

Read-Admiral Haslam is president, Hydrographic Society.



Hillier Parker
May & Rowden
77 Grosvenor Street London W1A 2AF
Telephone: 01-629 7666
and City of London-Edinburgh-Paris-Amsterdam
Sydney-Melbourne-Brisbane

BRITISH & EUROPEAN PROPERTY

FULLER PEISER offer a complete property service to industry and commerce throughout the United Kingdom and Western Europe

FULLER PEISER
Chartered Surveyors
3-4 Holborn Circus
London EC1N 2HL
Tel: 01-353 6851
Telex: 25916

Valuers of industrial & commercial property. Agents for the sale & purchase of industrial & commercial property. Investment & development advice. Planning & construction surveys. Plant & machinery valuations.

Measuring up to the job

by Robert Steel

To understand how surveyors contribute to the development or exploitation of natural resources, it is necessary first to comprehend the scope of their multi-sided profession.

Many centuries ago in ancient Egypt, surveyors set out the Great Pyramid with amazing precision and others made cadastral surveys to establish titles to land. These ancient skills in the measurements required for delineating boundaries or for constructing great works were the precursors of the practices we now know as land surveying.

The modern land surveyor, of course, uses much more advanced equipment and has extended his interest in a much wider range of activities, including photogrammetry, sensing, laser measurements and digital cartography.

Nowadays, in addition to surveys of land, he undertakes highly complex work concerned with the shape of the earth, the configuration and behaviour of the oceans, and the tracking of satellites. In the process of map-making, he may specialise in geodetic surveying which provides major control systems for national and international mapping; topographical surveying which provides data for portraying the physical features of the earth on a map; engineering surveying which provides data for a variety of construction operations; cadastral surveying for delineating property boundaries and for land registration; or hydrographic surveying for the purpose of charting rivers, harbours, seas and oceans to facilitate navigation or the execution of construction work.

But, in whatever area he operates, the ultimate purpose of the land surveyor's work is the production of a map, a plan, a chart or possibly a tape—as an essential preliminary to the development of resources, or a useful tool for land administration, or an invaluable source of information for planners or tourists or a host of other map users.

In Britain, however, the surveying profession has progressively moved during the past 500 years into other areas besides surveying and mapping. As long ago as 1523, Fitzherbert described the surveyor as mainly with the use and development of land and the construction and maintenance of buildings, rather than with land measurement. This trend was consolidated from the sixteenth

century onwards by land extraction: and with the reforms and the growth of environmental aspects of large agricultural estates both extraction and restoration which surveyors were employed to manage. Later, with the growth of towns, surveyors also became expert in the planning, development and management of urban estates.

The surveyor's concern with mapping and with the use and development of land gives him a key role in the exploitation of natural resources—because he is concerned with the use of land for agriculture, forestry and recreation; with the placing of buildings or structures upon the land for industrial, commercial, residential and other uses; with the extraction of minerals from the land; with the exploitation of resources and with the protection and improvement of the environment.

Land surveyors provide essential information for physical planning and for all forms of development. They provide the maps which identify land and mineral resources, and—particularly in developing countries—they provide an essential means of identifying land ownerships and property boundaries.

A good half of all chartered land surveyors work outside the United Kingdom, mainly in the Middle East and in the developing countries of Africa, the Caribbean and the Pacific. Most of these countries are deficient in national mapping, and extensive mapping programmes are being carried out many of them as aid projects by British surveying companies and the Directorate of Overseas Survey.

Taking the world as a whole, there is a huge potential demand for hydrographic surveys as the result of extending national economic boundaries to 200 miles offshore, with the consequent opportunity to exploit mineral and other resources in and beneath the surrounding seas.

The actual winning and working of minerals is the province of mineral surveyors, the least numerous but by no means the least important group within the RICS. They are concerned with an amazing variety of products, ranging from oil, natural gas and coal to sand and gravel, china clay and limestone, and bauxite and copper.

The mineral surveyor is concerned with the identification and quantification of these and other minerals; with the contractual rights to work them; with their efficient and economic

by David Crawford

budget pruning, even by some of the wealthiest oil powers of the Middle East, and that region's increasing attraction for consultants and contractors from Japan, Korea, North America and West Europe have created fiercely competitive conditions for Western firms looking for work.

As cost control and economic analyses steadily become a more important consideration, the one person who seems to be best fitted is the British quantity surveyor, the independent economist of the building team.

More than 30 British quantity surveying firms have one or more Middle East branches, nearly half of them in the United Arab Emirates, Bahrain and Qatar, which introduced the quantity surveyor as a team member on government contracts and has resulted in there being government quantity surveyors in Bahrain, Oman and Qatar. Agais, British architects have been heavily involved in Middle East development for many years and have brought quantity surveying firms with them.

But, even though other British consultants now have many rivals, the value of

Riches in the east

invisible exports, given that the quantity surveyor, as an independent cost control consultant responsible solely to the client, is a uniquely British and Commonwealth institution.

In other countries, the quantity surveyor does not exist; in the United States, for example, the costing exercises involved in construction are normally carried out within the organisation of the contractor who bids for the job. Why, then, should the essentially British quantity surveyor have become so much in demand in a part of the world where non-British architects, consulting engineers and contractors are increasingly in evidence?

There is, of course, the long British political tradition in the Middle East, which introduced the quantity surveyor as a team member on government contracts and has resulted in there being government quantity surveyors in Bahrain, Oman and Qatar. Agais, British architects have been heavily involved in Middle East development for many years and have brought quantity surveying firms with them.

But, even though other British consultants now have many rivals, the value of

the quantity surveyor has come to be widely appreciated and the client often insists that he is a member of the building team.

"Middle East clients are used to the idea of working with the British quantity surveyor", Mr Jim Wickenden says. He is a partner in the Hanscomb Partnership, which has worked with other consultants of many different nationalities in countries as diverse as Iraq, Abu Dhabi and Libya.

Increasingly, too, the non-British consultant or project management firm coming into the Middle East is seeing the sense in having an experienced building economist—a point emphasized by Mr Derek Lawrence of Langdon and Every, which has offices in Egypt and throughout the Gulf and is at present engaged in a multi-million pound hospital for Riyadh, in Saudi Arabia.

So there is now nothing unusual in finding a British quantity surveying firm working in the Middle East as part of a multi-national consortium (a bonus is that English tends to become the common language in these set-ups).

However, British quantity surveyors are having to adopt an increasingly flex-

ible attitude to the kind of work they carry out and the way in which they do it. Measuring up a proposed building, checking tenders, valuing work in progress and exercising overall cost control cannot be done on familiar British lines, and new systems have been introduced to suit individual countries or clients.

Ton much individuality could result in difficulties. The Royal Institution of Chartered Surveyors, having (about a year ago) sent its secretary and president on a fact-finding tour of the Middle East, now plans to produce the first comprehensive international guide to the measurement of building work and thus provide an equitable basis for obtaining tenders and paying contractors and sub-contractors as work progresses.

Flexibility is also important in the quantity surveyor's attitude to what constitutes his job, as has been pointed out in an article in *QS Week*, by Mr Chris Meyer, senior partner in Widnell and Trollope, whose casebook includes harbours and airports in Libya, the Dubai Trade Centre and hotels in Saudi Arabia.

"As the safe arrival of materials is of paramount importance", he wrote, "it

is not uncommon for a quantity surveyor to become involved in the ordering process, facilitating passage through customs and, where necessary, endeavouring to get priority for unloading at the docks."

Another profitable aspect of the British quantity surveyor's flexibility is his willingness to tackle jobs widely different from the traditional role of the quantity surveyor in building—for example, agricultural development of the kind that will increasingly be needed in some countries to feed their oil-rich, but often less fertile, countries of the region.

In Sudan, Timms Eida has recently been engaged by a leading British company to investigate the economic feasibility of a £50m livestock and fattening scheme comprising a million-acre cattle ranch together with a 30,000-acre farm and associated slaughter houses, canning plant, social and community facilities and necessary back-up services.

Being outside the normal run of traditional work of the quantity surveyor, this scheme could well be an important pointer in the future of the profession

Practical training complements high academic standards

Everyone who becomes a chartered surveyor spends at least part of the five or six years required in earning and learning. But in the Middle East, while many more in British offices are engaged in back-up work on Middle East projects, the result is one of Britain's most impressive

can enter by graduates entry scheme and take the special examinations (preliminary and final) while working for a minimum of 18 months in employment which meets the requirements of the institution.

It adds: "In all the above cases, after obtaining the final or equivalent examinations, you will be required to pass the test of professional competence which takes place over two years (three for quantity surveying)."

In addition to information available from the institution, the Employment Service Agency issues through the Stationery Office a 40p booklet *Surveying and Auctioneering*, *Valuation and Estate Agency* in its Choice of Careers series. Although there is only one chartered body, surveying is not a closed profession and the booklet lists other organizations in the profession responsible for examinations.

A few years ago about 30 per cent more people were

entering RICS courses than at present. Jobs became harder to find after the property boom collapsed, but surveyors did not suffer the mass unemployment experienced by some others in the construction industry.

However, it is not easy to find vacancies in such divisions as land surveying, minerals, land agency and agriculture. In these, there are usually more opportunities for graduates than those attempting direct entry.

Girls are becoming surveyors in steadily increasing numbers, some going in for branches which entail fairly rugged field work. At Paisley College of Technology, the intake of eight girl students for its land economics degree last year was double the figure for 1976. But a lecturer said: "The profession is even more conservative than the law in accepting women."

Some 500 students sat for RICS examinations overseas

last year. In addition, Commonwealth countries are encouraged to set up their own schemes.

Many universities, polytechnics and technical colleges in various parts of Britain offer courses in surveying and allied subjects. Some are sandwich courses, and day release and evening classes are also available, as well as tuition by correspondence.

One of the newest degrees on offer is in land economy at the University of Aberdeen. An establishment familiar to thousands of surveyors was the College of Estate Management, which merged with the University of Reading to form a faculty of urban and regional studies.

Since every man or woman must pass the test of professional competence, choice of employer can be decisive in shaping a career. The RICS gives warnings: "It is important to bear in mind that

employers differ not only in the type of work they offer, but also in their methods of training."

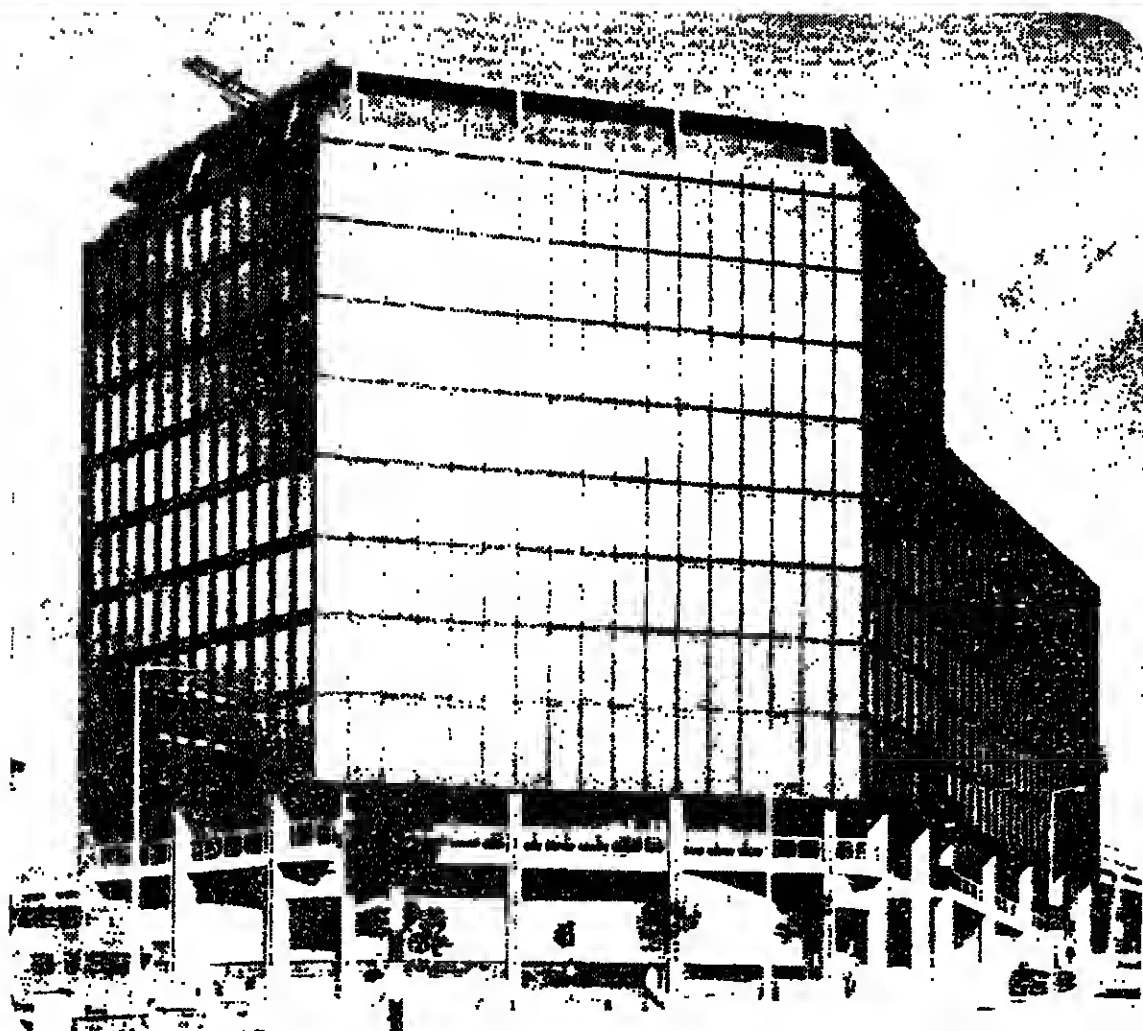
Many entrants join private firms of surveyors, or work in the appropriate department of large companies or property developers. Some government and other public bodies have their own training schemes. This could mean a post in the Inland Revenue, Ministry of Defence, a local council, a new town development corporation, the National Coal Board, British Rail Property Board, Highlands and Islands Development Board, or a number of other organizations.

A few graduates become teachers or undertake research. But, whatever the route and wherever the destination, the institution underlines: "Every potential chartered surveyor must have academic knowledge, also breadth of professional training."

P.O.L.

Two outstanding new air conditioned office locations to let

SUNLEY HOUSE N22



- * WOOD GREEN is one of London's strategic commercial centres.
- * WOOD GREEN has the largest shopping centre north of the river.
- * WOOD GREEN 15 minutes from Oxford Circus (Piccadilly Line) which provides a direct link with Heathrow Airport.
- * WOOD GREEN The large surrounding residential catchment area provides good staff recruitment.

- * SUNLEY HOUSE A new air-conditioned office building available in units from 4,000 to 88,600sq. ft. approx.
- * SUNLEY HOUSE Rates and rent combined are less than half those for comparable buildings in Central London.
- * SUNLEY HOUSE Immediate occupation, telephones and switchboard already installed.

Joint letting agents

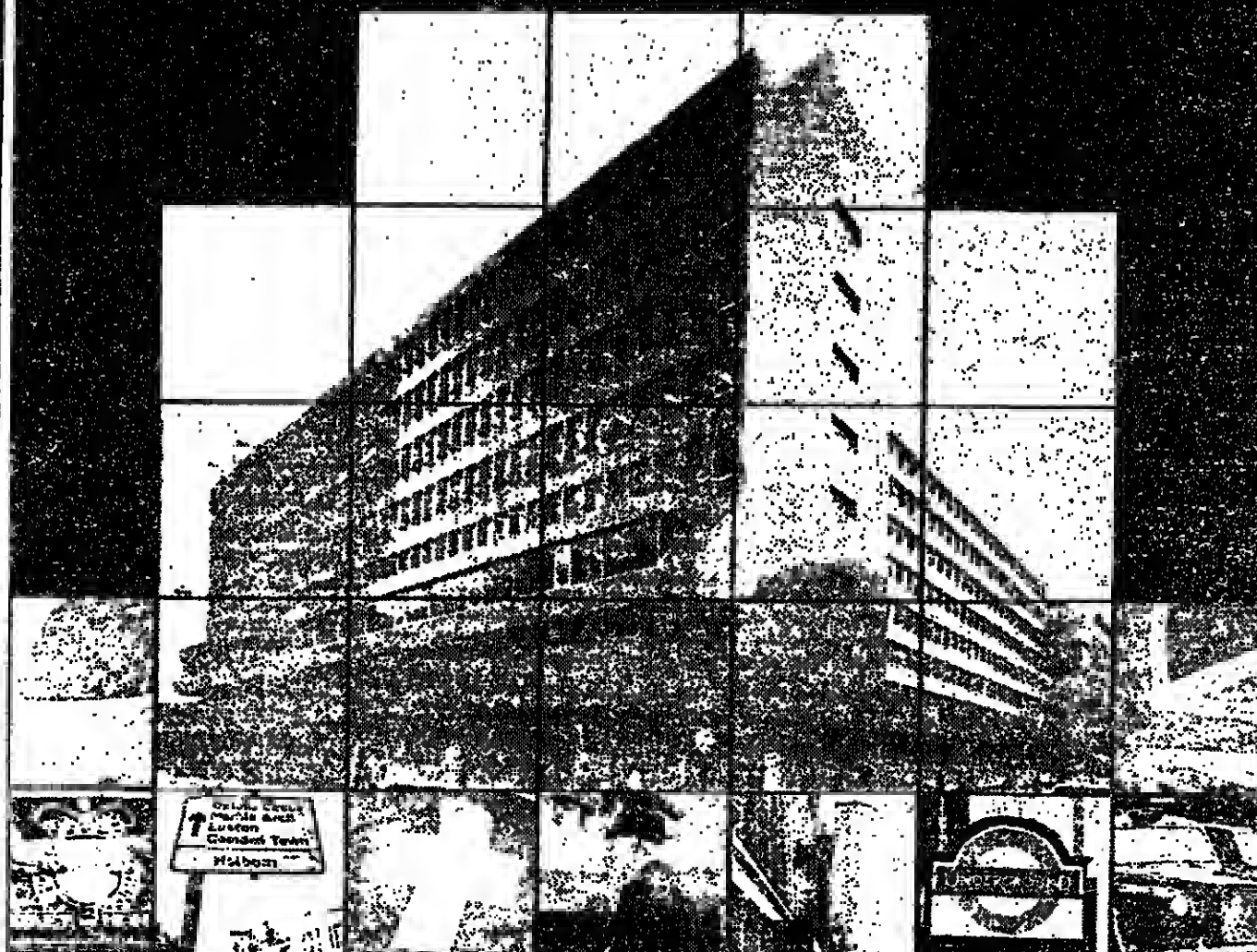
PEPPER ANGLISS & YARWOOD
Chartered Surveyors
6 Carlos Place London W1Y 6LL
Tel: 01-499 6086

Henry Davis & Co
Chartered Surveyors
101 New Bond St. London W1Y 9LG
Tel: 01-499 2271

For colour brochure with floor plans, clip the coupon and send to the Joint Agents, Sunley House, 101 New Bond St. London W1 9LG

Name _____
Company _____
Address _____

INTERNATIONAL HOUSE W1



Join the Housing Corporation, Matthew Hall, Maple & Co., in occupying offices in one of London's most Outstanding new office developments.

ACCOMMODATION
2nd and 3rd FLOOR OFFICES AVAILABLE from 9,000 sq. ft. to 40,000 sq. ft.
First Floor Showrooms 9,000 sq. ft.
Immediate possession is available.

AMENITIES

- 4 high speed lifts
- Full air conditioning
- Lights and carpeting
- Marble entrance hall
- Telephones
- Warren St. Victoria & Northern Lines directly opposite.
- Basement car parking
- Landscaped courtyard
- 24 hour access
- Resident caretaker
- Uniformed Commissioners
- Eastern, Kings Cross, St. Pancras, Baker St. close by.

Joint letting agents

Henry Davis & Co
Chartered Surveyors
101 New Bond St. W1
01-499 2271

MATTHEWS GOODMAN
Malvern House
72 Upper Thames St. EC4
01-248 3200

For colour brochure with floor plans, clip the coupon and send to the Joint Agents, International House, 101 New Bond Street, London W1 9LG

Name _____
Company _____
Address _____

*Healey & Baker
congratulate
The
Royal Institution of
Chartered Surveyors
on the reopening
of its
refurbished headquarters*

by John Young

Land surveying has always and inevitably been the most glamorous side of the surveyor's profession. It conjures up visions of intrepid men in khaki shorts, hacking their way through untrod jungles to plot the contours of uncharted volcanoes, map the courses of unknown rivers and perhaps tumble upon lost monuments of ancient civilizations.

The great Victorian explorers were, qualified or not, surveyors. The essential purpose of men like Speke, Burton and Livingstone, or at least the task demanded of them by their sponsors, was to chart the unknown, to reduce legend to fact, to fill in the great voids in the picture of an unknown continent.

Even today, when most of the world is charted down to the smallest detail, something of the romance remains. Aerial surveys and computers may largely have replaced the gallant figure with sextant, compass and tripod, but even the most mundane task of plotting a new housing estate is surely more satisfying than assessing a new bathroom in Hampstead Garden Suburb.

Because of its connotations with Empire and exploration, the Ordnance Survey has traditionally had a strong military connexion. The navy, through the Admiralty Hydrographer,

still carries responsibility for marine surveys and until recently the army fulfilled the same function ashore.

The Ordnance Survey grew out of the former Board of Ordnance and, as recently as the end of the Second World War, most topographical jobs were occupied by army officers. Today the military presence is down to about a quarter, and Mr Walter Smith, the present director-general, is the first civilian to hold the post.

Mr Smith is a stocky, engaging and articulate man, who looks as though he could hold his own. After qualifying as a chartered surveyor in 1951, he spent several years in Africa before joining the Ordnance Survey. Fifteen years of air surveys, ranging from Pakistan to South America, ended appropriately enough, with a two-year stint at the United Nations.

His membership of the RICS has included a spell as chairman of its Land Surveyors' Committee. Although land surveyors constitute less than 3 per cent of the institution's membership, their function is much cherished and is jealously guarded, apart from military appointments, all the senior managerial posts in the Ordnance Survey are occupied by chartered surveyors, and membership of a number of other government departments, including the Ministry of Defence, the

Ministry of Overseas Development and the Civil Aviation Authority.

At present the Ordnance Survey employs 22 chartered surveyors, who include five of the six regional controllers. Their functions include the supervision of field work, cartography and the increasingly important computer services.

Mr Smith divides his organization into three main departments. The first is "establishment", or, translated from the jargon, management, which includes the control of the central computer.

The second is marketing, planning and development: public relations or, in his words, "attempting to match resources to user needs. We try to do what society wants us to do."

The third organization surveys and the production of maps. It directs the work of about 1,000 survey staff, dispersed in 170 offices throughout Britain, whose main task is to monitor changes and development and to keep maps up to date.

The head office, in Southampton, also comprises three sections responsible, respectively, for aerial surveys, cartography and printing. The last of these, also managed by a chartered surveyor, undertakes printing not only for the Ordnance Survey but also for a number of other government departments, including the Ministry of Defence, the

Ministry of Overseas Development and the Civil Aviation Authority.

At one end of the spectrum are the large-scale maps, at anything up to 50in to the mile, which the public seldom needs or sees. They cover mainly, though not exclusively, urban areas, and are primarily intended for use by bodies such as the Land Registry, local authorities, government departments and public utilities.

Their preparation preempts about three quarters of the Ordnance Survey's current budget of some £24m.

At the opposite end are the small-scale "route planning guides", mainly intended for recreational use, which are revised annually. The collation of all the facts on any given piece of land will, he feels, make easier future planning developments.

As a chartered surveyor, he feels that the RICS has an important role as an examining body, a learned institution and an organization that demands professional standards. The Empire may have shrunk since the days of Speke and Livingstone, but their ghosts would probably agree.

Behind the scenes

For most people surveyors are, compared with, say, lawyers or accountants, shadowy figures. Those most commonly encountered are estate agents in private practice and, for the average person, the sale or purchase of a house or flat is scarcely an everyday transaction.

However, there are a great many surveyors whom the public may never meet but whose work has an important bearing on their day-to-day lives and surroundings. They are those employed in the public sector—in government departments, local authorities and nationalized industries.

Their most obvious functions, perhaps, concern rates, council rents and capital taxation. But they are also closely involved in nearly all large-scale development projects, including roads, housing, shopping centres, schools, hospitals, factories, office buildings, airports, parks and mining operations.

Today nearly one third of all surveyors, put in to say full, members of the Royal Institution of Chartered Surveyors work in the public sector. Most of the organizations which employ them are notably keen to emphasize their close links with the institution and to publicize their training schemes which, they maintain, are a fruitful and

highly regarded source of new membership.

The Inland Revenue Valuation Office claims to employ more chartered surveyors than any other organization. At the last count, its professional staff numbered just over 2,100 of whom the great majority were RICS members, together with some 500 trainees.

Officials prefer to play down their connexion with the Inland Revenue. They see their function as that of a general public valuation office, acting not infrequently as an agency, and by no means concerned solely with extracting income for the national exchequer.

More than half their work consists in assessing almost every property in the country for rates, a task nearly identical to the duty of local authorities, who in fact are responsible for determining the poundage. At the time of the last national revaluation, in 1973, there were well over 20 million such properties, of which nearly 17 million were domestic.

Nor is it a once-and-for-all task at given intervals. Since 1973, some five million properties have been revalued, and about 200,000 appeals have been heard by the valuation courts and the Lands Tribunal.

The task of valuation is a detailed one, since every instance of sites or buildings being valued on the basis of hopelessly optimistic assumptions. Again, the same building was valued by different valuers with an enormous disparity in conclusions, because different bases of valuation had been used.

And, in view of what appears to be a growing appetite for professional negligence suits in the United Kingdom, a set of uniform standards must be established, the valuers' best friend as well.

The RICS took the first step in 1972, setting up a working party with the Stock Exchange, which was then in the course of producing its present set of yellow book rules. The latest edition, published in March 1973, included—for the first time—the requirement of a valuation certificate for property companies seeking quotation and for the basis of asset valuations to be stated.

But chapter six of the yellow book now looks fairly tame. A revision is expected to be published this year and substantially reinforcing the requirements for property companies.

Mr Bowie sees the establishment, in 1973, of a joint working party with the

chartered accountants as an important landmark on the road to obtaining acceptance of uniform valuations. The Companies Act of 1967 is weak on the subject of asset valuations. Section 16 merely requires the directors to state the difference between market and stated values to be mentioned in the directors' report if the directors feel it to be significant.

In practice that has meant that large quoted property groups have been able to keep shareholders in ignorance about property valuations; or that directors need not consult any other opinion in estimating the value of properties in the report.

Guidance note S20 issued by the RICS and the Chartered Accountants of England and Wales recommended that members of both professional bodies adopt the basis of "open market value" in company reports and accounts. The recommendation dispelled the idea of "going concern" value which had been in use by some groups and valuers.

The alternative basis of valuation laid down in the guidance note was deprecated replacement cost rules in all areas of financial disclosure, the specialized buildings such as those used in the chemical

and oil industry. In addition the note suggested that non-property companies with significant property interests should consider having independent valuations every three or five years; while property companies should have annual revaluations.

Since 1974 there has been a steady stream of guidance notes from Mr Bowie's committee. The relationship between auditors and valuers, definitions of what is an asset value and the RICS contribution to the debate on inflation accounting have been among the subjects covered.

The RICS clearly is still sensitive about its image: one of the functions of Mr Bowie's Assets Valuation Standards Committee is to monitor criticisms made of property valuations. He is conscious that until the Companies Act is overhauled the chartered surveyors have to rely on persuasion in obtaining acceptance of its recommendations.

But with the Stock Exchange, the takeover panel and the chartered accountancy profession all at present seeking stricter rules in all areas of financial disclosure, the prospects for establishing standards look quite hopeful.

In search of consistency

by Margaret Drummond

Values emerged from the property boom-and-bust of the 1970s with an image hardly less tarnished than the asset values to which they had put their names. The growth of public interest in property investment in the late 1960s, and the savage collapse of 1973 that followed the spectacular rise in values, exposed some serious shortcomings in the standards of professional assessment.

It was in response to these developments that the Royal Institution of Chartered Surveyors, whose members take in a large proportion of the valuing profession, set up its Assets Valuation Standards Committee, under the chairmanship of Mr Norman Bowie, a senior partner of Jones Lang Wootton.

The growth of public interest in property investment, Mr Bowie points out, made it important that uniform financial statements could be produced for the property unit trust funds and the property bonds which were spawned by the gold rush of the late 1960s and early 1970s.

The collapse of property values in 1973 yields many

instances of sites or buildings being valued on the basis of hopelessly optimistic assumptions. Again, the same building was valued by different valuers with an enormous disparity in conclusions, because different bases of valuation had been used.

And, in view of what appears to be a growing appetite for professional negligence suits in the United Kingdom, a set of uniform standards must be established, the valuers' best friend as well.

The RICS took the first step in 1972, setting up a working party with the Stock Exchange, which was then in the course of producing its present set of yellow book rules. The latest edition, published in March 1973, included—for the first time—the requirement of a valuation certificate for property companies seeking quotation and for the basis of asset valuations to be stated.

But chapter six of the yellow book now looks fairly tame. A revision is expected to be published this year and substantially reinforcing the requirements for property companies.

Mr Bowie sees the establishment, in 1973, of a joint working party with the

chartered accountants as an important landmark on the road to obtaining acceptance of uniform valuations. The Companies Act of 1967 is weak on the subject of asset valuations. Section 16 merely requires the directors to state the difference between market and stated values to be mentioned in the directors' report if the directors feel it to be significant.

In practice that has meant that large quoted property groups have been able to keep shareholders in ignorance about property valuations; or that directors need not consult any other opinion in estimating the value of properties in the report.

Guidance note S20 issued by the RICS and the Chartered Accountants of England and Wales recommended that members of both professional bodies adopt the basis of "open market value" in company reports and accounts. The recommendation dispelled the idea of "going concern" value which had been in use by some groups and valuers.

The alternative basis of valuation laid down in the guidance note was deprecated replacement cost rules in all areas of financial disclosure, the specialized buildings such as those used in the chemical

and oil industry. In addition the note suggested that non-property companies with significant property interests should consider having independent valuations every three or five years; while property companies should have annual revaluations.

Since 1974 there has been a steady stream of guidance notes from Mr Bowie's committee. The relationship between auditors and valuers, definitions of what is an asset value and the RICS contribution to the debate on inflation accounting have been among the subjects covered.

The RICS clearly is still sensitive about its image: one of the functions of Mr Bowie's Assets Valuation Standards Committee is to monitor criticisms made of property valuations. He is conscious that until the Companies Act is overhauled the chartered surveyors have to rely on persuasion in obtaining acceptance of its recommendations.

But with the Stock Exchange, the takeover panel and the chartered accountancy profession all at present seeking stricter rules in all areas of financial disclosure, the prospects for establishing standards look quite hopeful.

Values for money

continued from page 1

agent", which are relics from the time the RICS amalgamated with two other chartered bodies. The objectors are trying to raise £8,000 by the end of this month, in order to meet the cost of holding an extraordinary general meeting at Central Hall, Westminster, on June 1.

Many surveyors, both inside and outside the RICS, think that the best solution would be for there to be the one recommended designation, "chartered surveyor", and a campaign to educate people to recognize that this embraces a wide range of professional skills, from mining surveying (mainly for the National Coal Board) and quantity surveying (the cost control of the building industry) to structural surveying and estate agency.

To the man in the street, however, the selling of houses and flats is the work of an estate agent and it is a matter of little significance to him whether the agent is also a chartered surveyor.

The common link between surveyors is property, but it is only in recent years that the general public has come to recognize the importance of property to the community. Lack of understanding about property led the last Conservative government to introduce a series of ill-advised measures, including a freeze on commercial rents that was taken off by the present Government when it was realized that it was adversely affecting the security of millions of workers' pension funds and their life and endowment assurances.

Surveyors are often at

their most vociferous when bemoaning the state of planning, and in particular the extraordinary delays and extending their existing building.

Earlier this month, the Queen opened the refurbished headquarters, which allows all the staff of the RICS in London to work together under one roof for the first time for 12 years.

When the building works were almost complete, the secretary-general of the RICS, Mr Robert Steel, confessed that "with the re-occupation of Great George Street we reach the end of more than 20 years' disenchantedness with the planning system. One day somebody will assess the economic consequences of what the institution has had to endure during this period."

In other words, someone will have to value it.

and no one in Whitehall seems to care. In desperation, the RICS eventually settled for renovating and extending their existing building.

Earlier this month, the Queen opened the refurbished headquarters, which allows all the staff of the RICS in London to work together under one roof for the first time for 12 years.

When the building works were almost complete, the secretary-general of the RICS, Mr Robert Steel, confessed that "with the re-occupation of Great George Street we reach the end of more than 20 years' disenchantedness with the planning system. One day somebody will assess the economic consequences of what the institution has had to endure during this period."

In other words, someone will have to value it.

Estates Gazette

the overall view of the property scene for professionals by professionals

Published Saturday 30p at 151 Wardour Street, London W1 (01-437 0141)

Jackson-Stops & Sta
Chartered Surveyors

National Agents with Local Knowledge

14 CURZON STREET LONDON W1 01-499 020

London Chester Chichester Chipping Campden Cirencester
Midhurst Newmarket Northampton North York

HASLEMERE ESTATES

Haslemere Estate were honoured to be appointed by The Royal Institution of Chartered Surveyors as Project Manager and Consultants the reconstruction their headquarters

4 Carlos Place London, W1Y 1 01 629 1105

E. D. HINCHLIFFE AND SONS LTD.

E. D. Hinchcliffe and Sons Limited
Albion Road, West Bromwich
West Midlands, B70 8BA

were pleased to have been selected supply and install the double glazing aluminium windows for the Institute of Chartered Surveyors in Parliam Square. Together with our Assoc Company 'Thermovitrine Limite Hyde, Cheshire, we offer a unique comprehensive design service Architects and Clients.

STRUCTURAL STEELWORK METALW

OUR SERVICE IS COMPLETE

We will take your structural metalwork problem from a combination of sound technology, experience and a complete satisfaction from the design stage to erection.

E.W.G. STODDART LIMITED
STRUCTURAL ENGINEERS AND FABRICATORS
151 HIGH STREET, BIRMINGHAM, B5 4ET
Birmingham, B5 4ET

At the end of the day there is no substitute for independent professional advice

Debenham Tewson & Chinnocks

Chartered Surveyors
Bancroft House Paternoster Square,
London EC4P 4ET
01-236 1520, Telex 983749
44 Brook Street, London W1Y 1YB
01-408 1161 Telex 22105
Brussels Hamburg Bahrain Dubai
Toronto New York Sydney



On the re-opening of their headquarters building, we wish The Royal Institute of Chartered Surveyors continued success in the service of the profession.

The Land Securities Investment Trust Ltd.
Devonshire House, Piccadilly,
London W1X 6BT.

John Young

John Foord

chartered surveyors



Lead work to Mansard Claddings
and Cappings manufactured and
aid by Norman & Underwood
Specialists in Cast Lead work
man & Underwood Ltd.
11/27 Freeschool Lane
LEICESTER LE1 4FX

More than just a pressure group

by Christopher Warman

"Public affairs" is a title much loved by professional bodies and other organisations in the public eye. It is beautifully vague, and can be used as an umbrella to shelter several aspects of work or a dustbin wherein to consign matters that insist on raising their troublesome heads and will not fit anywhere else. It can mean everything or nothing.

The Royal Institution of Chartered Surveyors acknowledges the difficulty and admitted recently that many of its own members did not understand what it was all about. Accordingly, Mr Clifford Dann, chairman of the institution's public affairs committee, responded with his explanation of what it—and he—were indeed all about.

Anybody involved with the community land legislation of Mr John Silkin—politicians, academics and journalists—soon understood, as the institution's submissions, resolutions and arguments blossomed from the enormous amount of work initiated and undertaken by the public affairs committee.

Even that was only a part, albeit an important part, of the public affairs work.

The man in the street certainly views the opinions of bodies such as the RICS as those of a pressure group with its own vested interests to pursue. This is to some extent the case, but in the past two decades the institution has widened its horizons and its interests.

Mr Dann, who began by managing two fast-track markets when he was 18, developed his interest in planning and started his own firm concentrating on plan-

ning development in 1956. In 1958 he was chairman of the junior section of the institution and it was then that they all thought then how fuddy-duddy the RICS was. "Since then the RICS has become more and more conscious of its social responsibilities. We are still being prodded by the younger members, but less so now because of our greater awareness of our obligations to the nation."

In a book *The Incomplete Surveyor*, Mr John Watson, a past president of the RICS, referred to those who undertook tasks in such bodies as being employed in "God-his-yon" jobs.

His definition described this as a job that you probably don't want and have not asked for, have been persuaded to accept, are not paid for, are rarely praised for—but you hope may be blessed for, if the Almighty, in his wisdom thinks fit.

That sums up a lot of the voluntary work done, but Mr Dann makes a distinction for "public affairs"—members usually do want to be involved, and are anxious to play their part in the institution's role of voicing professional opinion.

He believes the institution has an enormous part to

play in land administration in its broadest sense, and one advantage which helps to give it the wider outlook is the fact that the members are very much involved with the public sector as well as the private sector.

More than a third of the membership is employed in the public service and local authorities.

As far as the institution is concerned, the answer to the question, "What does public affairs mean?" is an unhesitating "everything".

The committee is responsible for the views of the institution on the issues of the day. Much of the work is generated by government consultative documents or White Papers or Bills.

The committee focuses attention on all legislative proposals with relevance to the profession, and an occasional review of existing statutory provisions.

Other issues have to be identified, and the committee looks ahead to try to anticipate matters which are likely to arise or which need to be brought to public notice.

There is no shortage of issues, as Mr Dann exemplifies. Why are there areas of desert and dereliction in some cities? Why are there

people in our affluent society who are without a decent home or without a home at all? Are we heading for another shortage of land available for development? If the community scheme was scrapped what should be put in its place? What of development control? Does it matter if agricultural land is bought by overseas developers? Are we using the countryside to the best advantage?

The institution has seven main divisions covering the wide area of land administration—and even the sea—with its part in hydrographic surveying.

Working parties and special committees have been set up to provide professional help to people in need of difficulty with their accommodation who do not know where to obtain help. The service is operated by the institution in conjunction with Citizens' Advice Bureaux, and is available to its tenants, landlords and householders.

This is one way in which the institution hopes to fulfil an important role, through the skill of its members, in public affairs.

At present there are 19 of these groups engaged in the preparation of reports or undertaking continuing studies, and some 137 members are involved on the working parties.

"Obviously it is not

enough just to produce memoranda and make representations", Mr Dann said. He claims that the institution has been able to change or at any rate ameliorate the worst effects of legislation, and this has often come after battles to the finish within the committee, split between public and private sector.

The matters which bring the institution to public notice are inevitably those which are politically contentious, but there are other ways in which it is attempting to play a role in society.

The Chartered Surveyors Voluntary Service is an expanding enterprise which was set up to provide professional help to people in need of difficulty with their accommodation who do not know where to obtain help. The service is operated by the institution in conjunction with Citizens' Advice Bureaux, and is available to its tenants, landlords and householders.

This is one way in which the institution hopes to fulfil an important role, through the skill of its members, in public affairs.

The author is Local Government Correspondent, The Times.

Funds lead to new standards

by Paul D. Orchard-Lisle

The responsibility for the correct selection of property investments has fallen above all on the shoulders of the chartered surveyor.

Although predominantly it has been the valuation surveyor who has been most closely involved, most branches of the profession have had a substantial commitment. I suggest that the growth of pension fund demands, and the care that their trustees exercise in placing those funds, have been responsible for new standards in advice, and marketing.

Pension funds vary considerably in size, and only the largest can justify the employment of the full professional team, needed to acquire and manage a property investment portfolio. At the other end of the range the small funds will have limited resources available for property investment, and they elect frequently not to buy directly but to invest in property through the special unit trusts. Whatever the size, however, either in staff or in private practice, the chartered surveyor will play his part.

In a typical fund it is normal to find the fund manager or the trustees guided by a property specialist, whose role is to suggest investment policy, and to make the final purchasing recommendation.

The fund manager may or may not be a chartered surveyor and, if he is not, he will probably have a qualified valuation surveyor as his property manager. The role of the staff chartered surveyor is to carry out the policy decisions of the panel and fund manager, to coordinate the activities of the other professionals in the investment team, presenting their findings to the panel for deliberation and, where appropriate, to promote the fund.

Usually he will appoint a firm of private practice surveyors to assist him; this firm, depending on its appointment, carrying responsibility for some or all of these activities: seeking investment opportunities; negotiating acquisitions; assessing proposals; undertaking structural surveys; making planning inquiries; providing in portfolio management; project management; lease renewals and rent reviews; formulating investment policy; day-to-day property management.

The size and speciality of a private practice will determine the extent to which it can provide its client with all the services. Many funds, however, find a particular advantage in the assessments and negotiating services of the main national agencies. Some funds avoid appointing a single firm to advise them and prefer to rely on the introductions and work of a cross-section.

While such decisions undoubtedly increase flexibility as far as negotiating with different parties for acquisitions is concerned, it is in the long run probably a more expensive method of working unless the fund itself is so large that it can provide the total coverage of an equivalent-sized firm specialising in investments.

If the mood of the recent National Association of Pension Funds conference at Eastbourne is a barometer, it seems that in future funds will pay for more attention to individual properties' performance, and will probably require periodic independent portfolio valuations on a formal basis for consideration by their trustees or panels.

Today this arrangement is the exception rather than the rule, but again it would seem that the private practice chartered surveyor is the one most likely to produce the standards and

the coverage the funds will want both at home and abroad. Already the chartered surveyor investment adviser expects as part of his advice to produce statistics relating to any given purchase indicating the level of supply and demand, comparative rent levels, and projected performance.

The chartered surveyor fund adviser holds a particular position of trust. He is effectively acting for widows and orphans, and generally his advice should be of such value that it is accorded a large degree of respect by the fund managers for whom he is acting, and his impartiality must be beyond dispute.

It is perhaps therefore not surprising that the appointment as fund adviser is one warmly welcomed by the leading chartered surveyors and one discharged with the utmost care and responsibility. The pressures to invest in a particular proposition that can put on the adviser sometimes become very real, but by and large the surveyor knows that it is the performance of

the fund over the years that will be the test by which he is judged.

He will therefore want considerable support from his partners, if he is in private practice, and the number of funds for which any given practice can act must be limited by that firm's ability to give proper service to each. It is arguable that in the buying role as opposed to the services role, firms find it difficult to advise funds whose size and ambitions are identical but, because of the wide variation in the specification laid down by differing pension

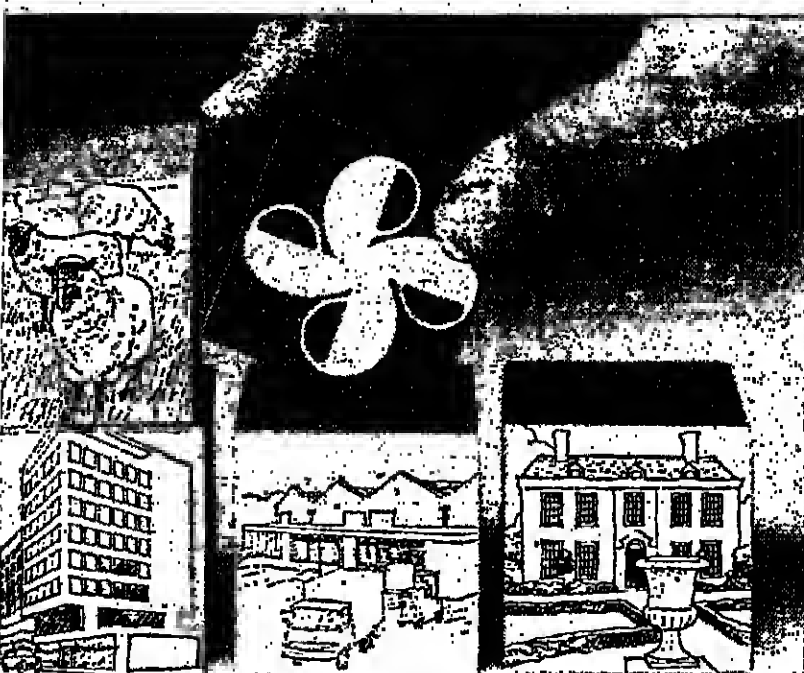
schemes, there ought to be no embarrassment in a properly conducted firm, provided there is disclosure should conflicts of interest ever arise, and of course provided that all the funds concerned give their consent to each appointment.

Property is a long-term investment. Monitored over years, prime investments have performed outstandingly, and there is every reason to believe they will continue to do so.

The author is senior vice-chairman, General Practice Divisional Council RICS.

Pension fund investments over the past five years, according to statistics released by the Central Statistical Office:

Year	Property Investments	Other Investments	Total Investments
	£m	%	£m
1971	91	(11.59)	785
1972	121	(12.52)	968
1973	248	(20.00)	1,237
1974	305	(21.10)	1,445
1975	339	(15.32)	2,212
1976	521	(17.58)	2,982
1977 (3 quarters)	386	(16.23)	1,993



Professional advice on all aspects of property

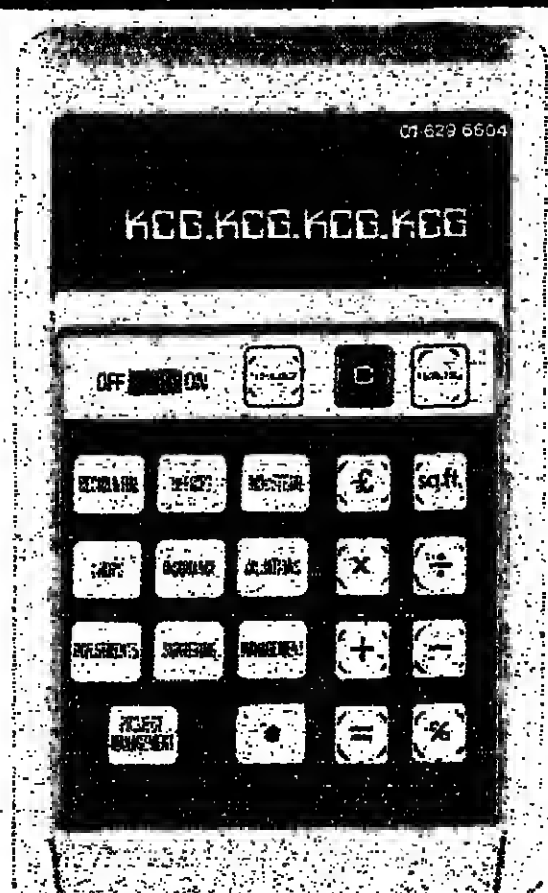
The partners of Strutt & Parker are proud to be members of the Royal Institution of Chartered Surveyors and warmly support the standards of professional practice which the Institution upholds.

Strutt & Parker

13 Hill Street, London W1X 8DL Tel: 01-629 7282

A foundation of sound experience

LONDON • EDINBURGH • CANTERBURY • CHELMSFORD • CHELTENHAM • CHESHIRE
GRANTHAM • HARROGATE • IPSWICH • LEWES • SALISBURY • SOUTHEND



it all adds up to...

Keith Cardale Groves & Co.
Chartered Surveyors
43 North Audley Street, Grosvenor Square,
London, W1Y 2AQ 01-629 6604
CITY OFFICE:
26 St. Andrews Hill, London, EC4A 3SD
01-248 9771

John Foord

plant and machinery valuers



Dunlop Heywood & Co.
Chartered Surveyors
90, Deansgate, Manchester
061-834 8384 Telex 667262

Humberts

Chartered Surveyors
Formerly Humbert, Flint, Ravell & Square

6 and 8 Lincoln's Inn Fields London WC2A 3DB
Telephone 01-242 3121 and 01-242 0998
8 Rolleston Street Salisbury Wiltshire SP1 1DY
Telephone Salisbury (STD 0722) 27274

Residential, Commercial and Agricultural Sales, Purchases,
Valuations and Management in the South and West of England



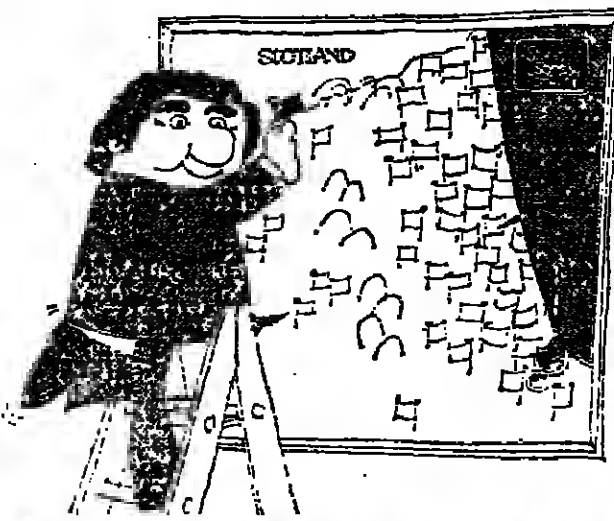
Professional Property Advisers

DAVID G HUNTER
CHARTERED SURVEYORS

26 Great Tower Street London EC3
01-623 5577

Jones, Lang Wootton
Established in 1836 in the City of London.
An International Practice
with its own offices in 13 countries.

JONES LANG WOOTTON
Chartered Surveyors
International Real Estate Consultants



Our true sense of values extends from Tees to Tweed.

We are true Northerners and really know our area. After all we've been in business here for almost a century. So it's not surprising that a long list of clients, large and small, call upon us to handle property valuations of all kinds for them, as well as a whole range of specialist property services.

If you have land and buildings or plant and machinery to be valued, you will value what Storey Sons & Parker have to offer.



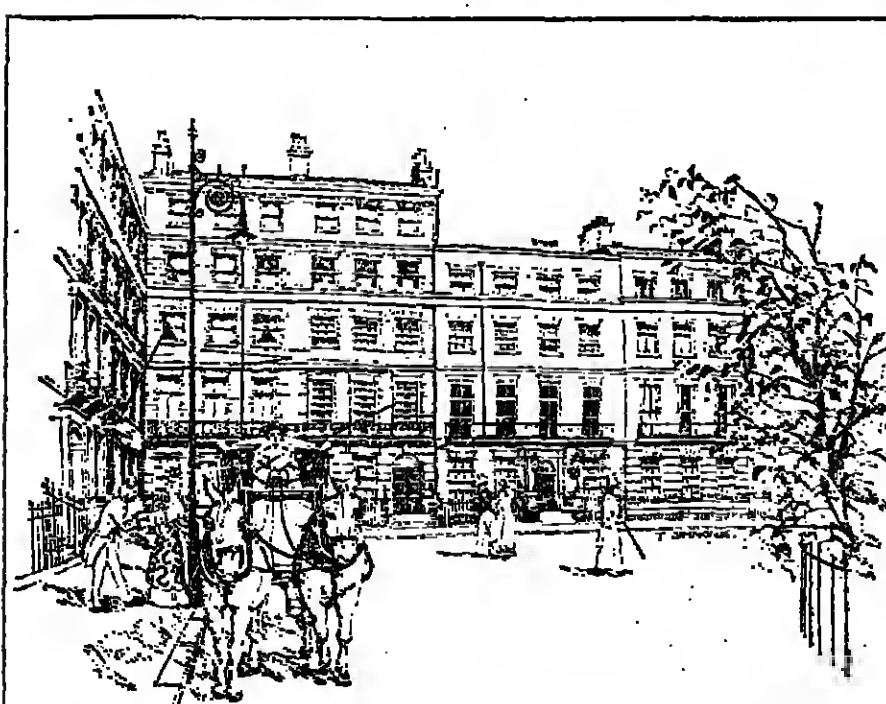
Higham House, New Bridge Street, Newcastle upon Tyne, Telephone 0832 28391
The Cleveland Centre, 109 Albert Road, Middlesbrough, Telephone 0642 48301
50 High Street, Stokesley, North Yorks. Telephone: 0642 718583.

Industrial Property Plant and Machinery Valuations Sales

UK and Overseas

Henry Butcher & Co

Leopold Farmer & Sons



CONRAD RITBLAT & CO

Consultant Surveyors & Valuers
Telephone 01-935 4499

Milner House, 14 Manchester Square, London W1
City Office: Plantation House, Fenchurch Street, London EC3, Tel: 01-623 9116
Scottish Office: 3 Royal Crescent, Glasgow, Tel: 041-332 3677

We have everything under one roof

Leavers offer a complete service in the field of acquisition, disposal, finance and redevelopment of shops, offices and industrial property.



38 Bruton Street, London, W1X 3AD
Telephone 01-474 2321, 01-474 3012
Telex: Leavers Ltd 240399

FOX & SONS

Established in 1868, the same year as the Royal Institution of Chartered Surveyors, the Partners of Fox & Son offer their congratulations on the refurbishing of the Headquarters Building.

50 OFFICES IN THE SOUTH & WEST OF ENGLAND

including

Brighton, Worthing, Southampton, Winchester, Bournemouth, Salisbury, Dorchester, Exeter, Plymouth & Truro

Budgeting for service charges

by Rodney S. Whittaker

It has often been said in recent years that property management is no longer just rent collection and a bit of building maintenance.

Whether it is dealing with urban or rural estates, residential or office blocks, industrial properties or shopping centres, there is no doubt that the standard of management affects not just the landlord's investment but the interests of all those living and working there.

This is especially true of shopping centres where the day-to-day management standards can have quite a significant effect on the commercial success of a centre and of the tenants.

Indeed, in some places the management of a shopping centre may be regarded as part of the promotion function rather than the other way about.

The developer-landlord of a new shopping centre is always anxious to maintain happy relationships with good tenants, because he hoped to let other shops to them in developments in other towns.

He had a reputation to maintain as a developer of good shopping centres and as a good landlord and to that end he may have made all kinds of concessions and entered into arrangements with major space users or key tenants which affected the management requirements, at least in the short term.

But the requirements have changed. As more and more commercial property is bought by institutions from the estates and developers who initiated them, the importance of good, active management is not diminishing but in some

cases its emphasis is changing with that changed relationship.

Furthermore, the developer is not developing quite as he used to and his requirements are nearer to those of the institution. Good growth and value, income, promptly paid, no need for concessions, no problems, no erosion of values.

With servicing costs rising in recent years this is becoming increasingly difficult to achieve if the building is still to be filled with contented tenants paying their dues on time and without query.

In these shopping centres the landlord needs the centre management to be active, so that his tenants can concentrate on their trading and leave everything outside their units to be handled as part of management services.

These services are usually quite complex—often dealing with an enclosed mall which demands a standard of cleaning and maintenance quite different from that which might be expected in a public street, control of the environment and common facilities and services, some fairly complex engineering systems, and a car park.

These add up to a service charge which, with rising costs and inflation, is found to be an increasingly significant part of the tenants' overall outgoings. Such charges are causing many tenants concern because they have little control over them.

The services in modern buildings are complicated. The lifts and escalators have always been the subject of specialist advice and maintenance and now we

add to that air-conditioning systems and crime prevention and anti-terrorist requirements.

For all of these systems, installations and requirements, planned and efficient maintenance is essential. Ad hoc attention, haphazard and at irregular intervals in an attempt to reduce service charges results in inefficiency, and breakdowns and, in the longer term, higher cost.

A number of maintenance engineers are required in a modern building for boilers, refrigeration, air handling, hydraulics, controls, lifts, escalators, refuse compactors, lighting, sprinklers, alarms, and so on.

The provision and supervision of staff at one time might be the fairly simple task of hiring and firing porters, cleaners and handymen, but it now extends into the hierarchy of a far more skilled workforce including engineers and security staff.

These in turn can quite often involve the need for recognition of a union to represent the staff. The requirements of the Health and Safety at Work Act, the Employment Protection Act and other legislation have to be complied with.

The property manager needs to be well versed in matters which at one time might well not have been regarded as within the scope of his work.

The service charge used to be a fairly small part of the tenant's property outgoings—less than 10 per cent of the rent used to be a criteria, less than 5 per cent was common.

Like the rates, the service charges have risen to the point at which the tenants are looking for reassurance

that the money is well spent.

In shopping centres, particularly the covered, air-conditioned centres with high electricity and fuel costs, pushing service charges to about £1 a sq ft, tenants will pay cheerfully only for efficient services which are well managed.

There are many aspects of development, management and refurbishment of shopping centres which the surveyor has to consider and there is no doubt that major factors affecting future shopping centre design are related to management and servicing. The management surveyor is now recognised as an essential part of the development team, not just on practical aspects of the design but also in setting up legal documentation which is capable of proper administration.

The concern of the management surveyor is very wide and the summary of "maximizing the return on his clients' investments" is altogether too terse a description.

From the one end of the scale to the other through management of the portfolio, lease renewals and reviews, tenant mix and the constant review of trading effectiveness, right through to management of the services and ensuring in these days of rising building costs that the insurance cover is adequate, it is clear that only those with the benefit of the training, skills and disciplines of a chartered surveyor can adequately cope with the breadth of a property owner's requirements.

The author is managing director, Donaldson Property Management.

Help for the farmer

by John Myers

One of the main opportunities open to an agricultural surveyor when he completes his professional education is to join the Land Service—part of the Agricultural Development and Advisory Service (ADAS) within the Ministry of Agriculture, Fisheries and Food.

The Land Service will provide him with comprehensive practical training and early experience which should enable him to pass the test of professional competence and to qualify as a chartered surveyor.

The government service also offers him security of employment and the chance to develop his career as one of a team of advisers whose role is to assist working farmers in England and Wales to make the best use of the capital resources available to them.

The chartered surveyor who heads the Land Service within ADAS is Mr Roger Sayce. He believes that, to succeed, the service has to translate its objectives into successful applications.

"The service, as part of ADAS, has to supply advice, to promote worthwhile innovations, to investigate and analyse farming needs, and to carry out various statutory responsibilities," he says.

"In general terms, these are our four objectives. More specifically we apply ourselves, first, to identifying the country's agricultural land resources; second, to the valuation of the farm land, buildings and equipment which make up these resources; third, to ways of improving the

returns on this capital employed; fourth, to practical steps which can be taken to conserve valuable agricultural land and countryside amenities; and, finally, to the management of 35,674 acres which fall within the responsibilities of the ministry."

To help in identifying and classifying resources, the Land Service creates a continually updated series of colourful and useful maps which show in fine detail the pattern of agriculture in England and Wales.

The maps in the Land Service are invaluable for land use planning, especially when combined with the further information that the Land Service can call up from the ministry's computers and reference libraries.

The measurement and appraisal of property assets is a fundamental basis for professional surveyors' recommendations on the best ways in which to employ holdings to economic advantage.

The specific professional advice which the service's advisers give to public and private landowners, farmers and horticulturalists covers nearly all aspects of rural estate management. The practical day-to-day work of the surveyors in the Land Service is varied.

At one time they can be advising and assisting a farmer to secure (and apply for) a government grant to which he is entitled under one or more capital grant schemes. At another, they will be advising on the best use of the land and capital equipment which the farmer already possesses.

The Land Service also

runs a farm building group which has to its credit a number of informative and clearly-worded leaflets describing innovations in the design, layout and functioning of agricultural buildings.

The professional composition of this group includes building surveyors, quantity surveyors, architects and other specialists who keep in close touch with developments in building construction around the world.

In the course of their professional work, advisers in the group also see frequent examples of how well made particular types of buildings serve their purposes in many different situations. The group's views on buildings to suit specific needs on a farm is therefore well worth having before the farmer commissions his own advisers and contractors to prepare detailed plans and to put up a building.

The design of these structures affects the appearance of the countryside, and the Land Service has a duty to use the policies which exist to conserve valuable agricultural land and rural amenities.

In practice, this means the removal of hedges, the drift of crop sprays across neighbouring land, and the loss of flora and fauna—tasks which are sometimes difficult to reconcile with short-term objectives.

Similarly, the Land Service is concerned with methods of maintaining the removal of hedges, the drift of crop sprays across neighbouring land, and the loss of flora and fauna—tasks which are sometimes difficult to reconcile with short-term objectives.

This is an emotive area of the service's work in which a number of interest groups and conservationists have strong views. They press for increased powers to ensure that the quality of life and amenities in rural areas are not ruined by development and intensive farming technologies.

Whether the policies and the powers to apply them will be strengthened remains to be seen. The Land Service's role could be redefined to some extent: a report is in the pipeline from the Advisory Council for Agriculture and Horticulture.

The council, under the chairmanship of Sir Nigel Strutt, is in the course of making recommendations for future policy: and conservation might be expected to feature high on the council's list of priorities.

A less controversial area in which the surveyors of the Land Service apply their professional knowledge is to the management of settlements and estates in the province of the Ministry of Agriculture, Fisheries and Food. These include Kew Gardens, experimental farms and horticultural stations, and an historically interesting strip farming estate.

This is a wide ambit of responsibility to provide a challenge for the agricultural surveyors who prefer the public sector to private practice. Performed well, the duties of the Land Service's staff should improve the rate at which worthwhile innovations are adopted by farmers and horticulturalists.

A tight code backed by sanctions

by Marcel Berlins

There can be little excuse for any of the 52,000 members of the Royal Institution of Chartered Surveyors to be ignorant of precisely what they are permitted and prohibited under the institution's rules of conduct. The ensemble of various laws and regulations which makes up the surveyor's code, unlike comparable documents in many other professions and commerce, is detailed and explicit and, where considered necessary, explained at even greater length in guidance notes. For example, while the regulations governing advertising and publicity are cast in negative terms, the notes accompanying them tell the member what positive matters his advertisements are allowed to contain.

The code of conduct is backed by an elaborate machinery for disciplining errant members. But it is not designed to give the consumer of surveyors' services any direct rights. The rules—such as those requiring written disclosure of conflicts of interest and laying down the conditions and procedures of holding clients' money—are there to safeguard the public, but they cannot provide a remedy. Anyone who has suffered loss through a surveyor's misdeeds or whose affairs may find some satisfaction in knowing that disciplinary action has been taken, but may have to go to court to get his money back.

As with many people who suffer at the hands of the professions, victims of surveyors often misunderstand the functions of the profes-

sional bodies like the Law Society and the RICS. They are primarily there to look after the interests of their members, not those of the public, although, for the most part, the two should coincide. It is in the interests of members of the profession for the public to think ill of them. A tight code of conduct, backed by firm sanctions, is one way of ensuring that the public is not defrauded, exploited or disappointed. But the institution itself cannot act as ombudsman, arbitrator and court as well as being a trade union for its members.

From the consumer's point of view, negligence on the part of a surveyor is a matter for the civil law, not the institution. It may be that the institution will also take disciplinary steps against its member, but that may be scant compensation for the unfortunate loser. Moreover, the institution, it is sometimes not appreciated, does not have the power to regulate fees. It provides guidelines, which are neither maxima or minima, but there is no sanction on the surveyor who charges in excess of them. Fees are not regulated by the rules of conduct.

The institution can, and does, however, try to resolve disputes between surveyors and their consumers informally, by applying pressure on, or at least making its views known to, a member, persuading him to make good any loss his client has incurred.

In recent years the RICS has been receiving 1,700 complaints (in fact, some of them are nearer to being inquiries than real complaints) annually, from both the public and surveyors themselves complaining

about the conduct of others. The main categories of complaints concern negligence, general misconduct, misleading advertising, exorbitant fees, and, more recently, assuming by surveyors in their capacity as estate agents.

Complaints are dealt with by an hierarchical procedure starting with a single officer of the institution's professional practice committee, who weeds out most complaints as being misguided, made under a misapprehension, or manifestly unjustified. That small proportion which passes through the initial test of admissibility is then considered by the full professional practice committee, which upholds about 60 complaints a year which warrant a member's record being endorsed (there are as many cases again where the complaint is dismissed, or only informal action is taken).

The Professional Practice Committee has the power to admonish a member and to obtain from him an undertaking as to his future conduct.

About a half-dozen complaints are considered serious enough to be taken on to the next level, the disciplinary board, which can reprimand a member, suspend him for a period, or expel him. In fact, over the past five years, fewer than a dozen members have been suspended, and half that number expelled.

In addition to the powers of the disciplinary board, the full council of the institution can expel members who have been declared bankrupt, or been convicted of offences of dishonesty.

The members of the institution are well protected by the procedure. They are

entitled to legal representation at all levels of any proceedings brought against them, and are entitled to appeal against a finding of the disciplinary board against them. Although it could be pointed out that all the people sitting in judgment on them are institution officers, with no outside representation on any of the panels involved, there does not seem to have been any outcry by members.

Whether the public is adequately treated, however, raises other issues. Complainants are not told anything other than whether their complaints have been rejected or upheld. If the latter, they are only told that appropriate action has been taken, not what that action is. If they are dissatisfied with the way the complaint has been dealt with, there is nowhere to turn. Ought there to be some outside person to look into such issues, on the lines of the Law Society's "lay observer"?

The RICS has discussed the possibility, but does not feel that at this stage, there is the degree of public dissatisfaction to warrant taking such a step. In any event, the kind of issues which often agitate the consumer—such as fees and negligence—would not fall within the ambit of such an ombudsman. At present, there is nothing to suggest that the RICS's complaints procedure does not give the public a fair deal. If the opposite were to be shown, the institution would be happy to consider changing its approach.

The author is Legal Correspondent, The Times.

ADVISERS TO INSTITUTIONS

CHARTERED SURVEYORS

GALE HEATH

& CO

171 Fleet Street, London EC4 2J
Telephone: 01-353 1651/5881

Chamberlain & Willows

Charles F. Willows	FRICS	Associate	Donald T. Bates	FRICS
R. G. Hammett	FRICS		Kenneth E. Brown	
John A. G. Dines	FRICS		Kenneth C. Cole	
David V. Reed	FRICS		Peter G. Oliver	
Bryan C. De'Ath	FRICS		Nigel E. King	
John W. Dyer	FRICS		Forametric Secretary	
S. K. G. Lamborn	FRICS		Cordell L. Meade	
James A. Thompson	FRICS		Chairman	
E. A. Thompson	FRICS		D. Brown Davies	FRICS
Leslie J. Law	FRICS		George F. Crisp	FRICS
M. H. Macdonald	FRICS			

We have been established within the City of London for over half a century and today are one of only eight surviving firms practising here under the same name out of sixty existing in 1928.

Although like so many other concerns we have found it convenient to decentralise certain activities nevertheless we shall continue to base the headquarters of our nationwide practice in Church House, Ironmonger Lane, London, EC4Y 3EU. Tel: 01-606-9611. This office deals with all professional matters, investments and office property disposal.

Industrial property agency matters are conducted from Hale House, Great Lane, London, N13 5TG. Tel: 01-852-4633. The partner in charge there is Mr John A. G. Dines, F.R.I.C.S.

FOR ALL INDUSTRIAL PROPERTY

01-236 3000

King & Co

Chartered Surveyors
1 Snow Hill London
Telex 885485
Manchester · Leeds · Ex

Valuation, Sales, Lettings, Rating and Management of Shops, Offices, Factories and Residential Property throughout the United Kingdom

ESTABLISHED 1896

J. TREVOR & SONS

58 GROSVENOR STREET W1X 0DD
Telephone: 01-629 8151.

Also
City of London Office: 35 London Wall, Tel: 01-629 0735.
Manchester Office
St. James's Buildings, 79 Oxford Street, Tel: 061 236 8827.
With associated offices in West Germany & Belgium.

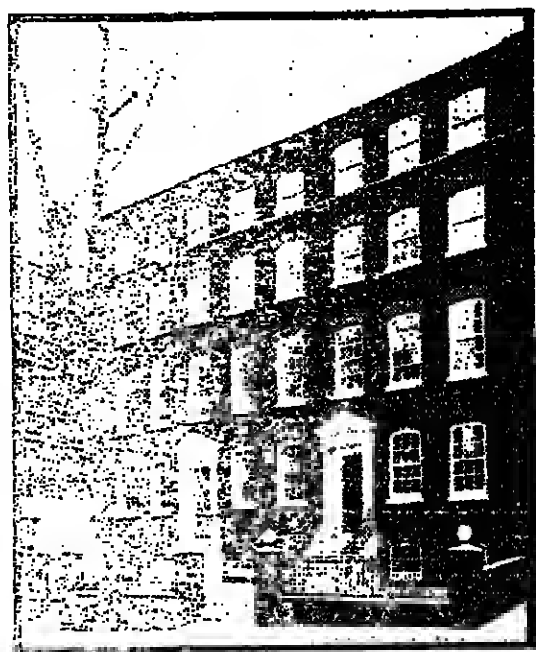
Cooke & Arkwright

CHARTERED SURVEYORS

INDUSTRIAL COMMERCIAL AGRICULTURAL SURVEYOR WITH SPECIAL KNOWLEDGE OF WALES AND THE BORDER COUNTIES

ALL ENQUIRIES:
19 CAVENDISH SQUARE, LONDON, W.1
Tel. 01-580 4948 Telex: 292581
also at
BANGOR-BRIDGEND-CARMARTHEN-CARLISLE
HEREFORD-HAVERTY-PWYLL-SWANSEA

هــ ١٥١ من الـ ١٥١



27/28 QUEEN STREET EC4

Another restoration
by Haslemere Estates Ltd.

Hampton & Sons are always
pleased to be associated with
high standards and offer
their best wishes to the
Royal Institution of Chartered
Surveyors upon their return
to their reconstructed home.

Hampton & Sons

WEST END - 6 Arlington Street,
London SW1A 1RB Tel: 01-493 8222
CITY - 9 Dowgate Hill,
London EC4R 2TD Tel: 01-236 7831

DE & J Levy

Surveyors, Valuers and Property Consultants

are pleased to be
professionally associated
with the
Royal Institution of
Chartered Surveyors
at the time of the
official reopening of their
New Headquarters

DE & J LEVY

Estates House, 130 Jermyn Street London SW1Y 4UL
Tel: 267 761

GODDARD & SMITH
PLACE
PROPERTY
IN THE RIGHT
PERSPECTIVE

Valuation, Sale and Acquisition
for all purposes

Offices: Building Surveyors
Factories: Project Management
Shops: Rating & Compensation
Town & Country Houses: Professional Advisers to the Motor
Town Centre Development: and Petroleum Industries
Residential: Commercial: Management of all types of property

Goddard & Smith

London SW1Y 6QZ
Tel: 01-930 7321

For
professional
advice on the
acquisition, disposal
& letting of
commercial &
industrial
property.

Vigers

Vigers McEvoy

Burton Barnes & Vigers

London EC4R 2TD Tel: 01-236 7831

Homework the way to growth

On the morning of his or her thirty-third birthday, a chartered surveyor leaves behind his days as a junior and enters the senior ranks of the RICS.

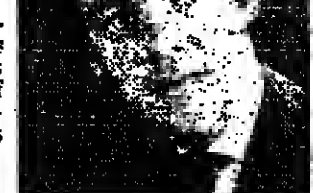
Probably since student days, a surveyor will have been a member of the RICS Junior Organization (known as the JO) which represents the voice of the under-33s of the profession. The JO, founded by 12 young Victorian surveyors in 1889, now has 23,500 members—nearly half the total membership of the RICS.

It operates as an organization within the institution and, in many ways, is a carbon copy of its senior counterpart. It has its own branches, committee structure and hierarchy; it debates major issues and formulates policies which it

presents to RICS committees and working parties and every one of its members is a member of the RICS. But, unless a surveyor is less than 33 years of age, the ranks of the JO are denied him.

Mr Barry Woodman is chairman of the JO for 1977-78. Proud of being a junior, he believes the JO to be unique of its kind among professional societies. It is accepted as an integral part of the organization of the institution and has a considerable status of representation on every RICS committee and council.

A chartered quantity surveyor with G. D. Walford & Partners, Mr Woodman has progressed to the JO chairmanship since he joined the London junior branch com-



mittee in 1971. His running mate—and this year's vice-chairman who is next in line for succession—is Miss Jennifer Ellis, a 28-year-old chartered surveyor who will be the first woman to hold the JO top job. She has already chaired a number of firsts within a predominantly male institution. Mr Woodman said he expected a few raised eyebrows when Miss Ellis first took her seat on the august RICS General Council. "In the event, she was accorded

a gracious welcome", he said. By working within the RICS system of committees, the JO ensures its recommendations are considered by the institution as a whole. Mr Woodman refuses any suggestion that he and his officers make practice and improvement of training and post-graduate courses.

"By concerning ourselves with education of surveyors in the broadest sense, we are safeguarding both the profession and potential members of it. We are also young enough to remember our training—and a surprising number of seniors in high places sympathize with our hopes and aspirations. They were all juniors, too, once upon a time", he said.

JO members in London and the 27 regional branches take the main responsibility for liaison between headquarters and chartered surveying students, talk to school leavers and attend careers conventions.

Many skills in a nutshell

The function of a quantity surveyor is among the most difficult to define of all the disciplines represented within the RICS. But Mr David Male, president of the institution's quantity surveying division, puts the definition in a nutshell: "The chartered quantity surveyor is the man who gives independent financial advice on construction matters."

He is saying, in effect, that a quantity surveyor is a mixture of many skills—a cross between an accountant, an estimator and a negotiator, if he is doing his job professionally. And the training is tough for this branch. But, at the end of the day, a quantity surveyor is the man qualified to undertake cost planning, cost control and the

financial management of building projects. In theory, the presence of a quantity surveyor as a member of a professional team of consultants ensures the best value for money for the client. In practice, that theory works more often than not. Hence the reason why most of the big property development schemes involve a quantity surveyor to safeguard costs.

He is the man who superintends who should do what and when, on grounds of practicality and cost; it is he who keeps an eye on the budget and either adjusts it or he is doing his job professionally. And the training is tough for this branch. But, at the end of the day, a quantity surveyor is the man qualified to undertake cost planning, cost control and the



building; and it is he who tries his best to make certain that the construction project is completed on budget and on time. No wonder the term "construction cost consultant" is often used to describe his function. Mr Male believes the job demands more than professional qualifications imply. "When you are the financial adviser on a big construction project, you need to know your job, but you also need to be diplomatic and deter-

mined when dealing with the conflicting demands of a multi-professional team." He speaks as president of a division of 11,500 strong, and the second largest in the RICS. Sixty per cent of the division's membership is employed in the private sector, and 40 per cent in the public sector.

"The role of the quantity surveyor is expanding rapidly, both at home and overseas. We have turned the corner after the bad times of the past few years. But we and our clients have learnt some valuable lessons from those lean years. Clients are more cost-conscious and their profit margins are keener than they were during the fat years of 1973/74", Mr Male says.

The trend towards major refurbishment rather than new building has brought in its wake a demand for the cost consulting and project control—skills of a quantity surveyor.

Although Mr Male admits that quantity surveying skill in drawing up bills of quantities is not always used for small projects, he is confident that the cost control function of him and his fellow professionals will guarantee them a vital place in clients' thinking on most schemes. He says: "Some clients have been known to commission new building developments, excluding financial control by a quantity surveyor. Then, when the final cost has been greater than the client expected, an independent quantity surveyor has been appointed to advise on the adverse situation." The warning is clear. Mr Male believes that the future is bright for quantity surveying students leaving college. It is noticeable that even during the recent recession in the building industry generally there was no widespread difficulty for qualified students finding jobs. Now, of course, the prospects are even better.

Stopping the rot at ground floor

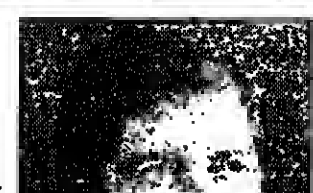
There are too few building surveyors to meet the present demand. The new emphasis on refurbishment, particularly in the inner cities, calls for the particular skills which Mr Edward Watts, a senior partner of the London firm Watts & Pelling, provides as a chartered building surveyor. Despite an increase in education and training facilities and the fact that more candidates are coming forward, the shortages are real.

Mr Watts' firm is a specialist building surveying firm and its purpose and there is no attempt to offer general surveying services such as estate agency and valuation—except where valuation and measurement of works are essential to building surveying. "My firm keeps in close touch with the training colleges and we train our own pupils. We can get as much work as we want; indeed, we limit the work we take simply because we cannot recruit the right calibre of staff."

Mr Watts is typical of the new breed of building surveyor with a mind stretched by stringent training and wide experience and capable of grappling with the new difficulties facing his branch of the profession.

"We do not sing our own praises anything like enough", Mr Watts says. He believes that building surveyors are probably a little too underrated. In consequence they are regarded less highly than some of their surveying colleagues in other branches of the profession. The professional examinations and the practical training requirements are as demanding for building surveyors as they are for the rest.

"But we are concerned with condition rather than creation—and, in consequence, we are a little less flamboyant than our architectural colleagues and our brother surveyors in agency, planning and development." Mr Watts comments wryly



that far too few papers by building surveyors appear in the *Chartered Surveyor*—an indication again, perhaps, of an underrated condition.

The cost of new building and the price of land are factors which have emerged to shift developer interest away from new buildings and towards refurbishment.

Public reaction to wholesale clearance of building sites has also called a halt to total change. There is merit in retaining the familiar—so long as it provides good accommodation to modern standards. Before an old building can be restored properly its condition must be assessed, but today the build-

ing surveyor does more than cure a building's more obvious ailments. Restructuring to produce a new lease of life; restoration to a standard better than the building ever possessed; surgically adapting—the range is infinite.

Mr Watts' own firm is concerned with housing rehabilitation on a substantial scale, but he sees a strong future for building surveyors in commerce. The conversion of old buildings for new use excites him; he will save them, and he gives the example of the adaptation by his own firm of an aging building as an up-to-date computer complex. He has pressed successfully for the introduction of new forms of contract for small and medium-sized works and also for the introduction of an agreed-fee basis for the building surveyor.

Mr Watts' career began at East Ham Grammar School followed by a full-time course at the South-west Essex Technical College for his intermediate professional examination. While he was studying for his finals with the College of Estate Management, he joined an architectural practice in London and, after he

qualified, he joined other practices as a surveyor and, later, a chief surveyor. He was a team leader with the Greater London Council's housing development branch until 1967, when he formed his own practice.

He now believes that it is wrong to view inner-city decline as a single problem. He believes that it is a series of inter-related problems and, if we are to succeed in reversing the downward trend, we must have clear objectives and put them into effect in a confident manner. "Far too often", he says, "the lack of confidence in finding a use for an old building will cause delays which eventually bring about total structural deterioration. Above all, we must have a flexible approach with each building being given individual attention."

If an old building is put into one end of the traditional development appraisal machine, Mr Watts believes that too often the process ends with a recommendation that the building should be demolished and rebuilt. It is Mr Watts' belief—and the philosophy of his division—that more buildings should be saved.

How to give chattels more status

Mr Noel Turner is the son of an estate agent and auctioneer who happened to be interested in chattels—furniture and works of art. The son inherited the father's interest, developed a high reputation as a chattels auctioneer, and his firm, Garrod Turner, of Ipswich, now specializes entirely in the furniture and fine art field and has abandoned real property in favour of antiques.

Mr Turner was born in 1917. He was educated at Rugby, Ipswich and the College of Estate Management where he followed a four-year full-time course for his professional examinations. During the war, he was adjutant of a survey regiment RA, and served in France and Germany, and then was town major of Kent from 1945 to 1946.

He served on the Ipswich Council for 15 years and became, not surprisingly, chairman of both the museum and

libraries committees—even at school he was always inclined towards the academic rather than the sporting life. He is now in a busy practice but finds time to serve as chairman of the RICS' furniture and works of art committee.

He has always maintained that he regards chattels auctioneering and valuing as a full-time profession. He lives, breathes and sleeps it, and his hobbies are antiques and works of art. At weekends and holidays, he likes to spend time on the beach at Aldeburgh looking for interesting pebbles and other objects which would represent works of art. Mr Turner is married, has four children and lives in a surprisingly modern house in Woodbridge, Suffolk.

His hobbies RICS committee consists of chartered surveyors whose firms deal solely in furniture and works of art or which have



separate departments concerned with the subject. The amount of work being done by those firms has increased enormously during the past few years. Mr Arthur Negus's programme, *Going for a Song*, has created enormous national and international interest in antiques—and that interest, in turn, has created both high demand and higher prices.

"The trend is towards increased specialization", said Mr Turner. "Frankly it is impossible, as an auctioneer, to know everything about everything but we can try to know something about everything so that, at least, we know when to ask the ultimate expert."

A dealer can, of course, become expert. He can specialize very precisely but an auctioneer might, at one auction, offer chattels ranging from period silver and furniture to rare paintings, from old coins to older prints. It is the auctioneer's function to advise his client, the owner of the goods to be auctioned, and however skilled and experienced he may be, he cannot pretend to know as much as the specialist dealers who have spent a life-time studying a narrow subject in extraordinary depth.

Auctioneers—certainly auctioneers who are chartered surveyors—must not themselves deal and Mr Turner's committee has no compunction about ticking off any firm or individual who finds temptation too strong. Mr Turner is personally as horrified as any dealer at the lack of skill possessed by some who profess to be specialist auctioneers but, he adds: "At the same time some specialist dealers carefully avoid the specialist and use expert auctioneer. There will be no hoodwinking him."

The rapidly rising market poses something of a problem. High values increase the auctioneer's responsibility and the committee is anxious that the chartered auctioneer should really know his business. It is for that reason that the committee has been spending most of its time getting the professional examinations right.

"We have a final examination option in chattels", Mr Turner says, "but we find that most entrants really have no interest in the broad, real property base we currently insist upon. The levels of knowledge now required, in my view, justify a complete chattels examination system—that is my committee's primary job."

There is, of course, other work to do. The committee is looking carefully at existing conditions of contract in the light of the Unfair Contracts Act 1977—looking, in fact, at its own small print. "We are obviously very much concerned with consumer protection in this rising market. That is why we must be specialist and properly qualified by both examination and experience."

Minerals division an uneasy elite

The minerals division of the RICS is its smallest. There are 511 qualified mineral surveyors in the division and, in the opinion of its divisional president, Mr Donald Baxendale, there is probably an immediate need for another 300.

But good minerals surveyors cannot be made overnight. It takes time and

effort and the full-time sandwich diploma course, launched by Doncaster and Sheffield in 1972 and now producing 25 to 30 diploma holders a year, cannot produce the experience now so much in demand. In fact, the economic recession has made it less easy to place the course products although the National Coal Board plays a large part in finding posts for them.

Most mineral surveyors are employed in the public sector. Naturally, the National Coal Board is a major employer but local authority planning departments, water boards and British Rail all need them. About 10 per cent are employed in private practice.

The statutory mining surveyors' certificate still remains a basic mine safety



qualification but chartered minerals surveyors who have the certificate are well qualified to advise on the continuing problems of stability of sites in mining areas. There is still trouble and difficulty with old mines causing subsidence and the advice of the minerals surveyor is sought on stability for new mines such as Belvoir Vale and Selby.

There is a real and strong relationship between the minerals division and some of the other divisions within

the institution. The environmental factors of mining bring the division into direct liaison with the Land Agency and agriculture division, the planning and development division and the valuers within the general practice division.

There is an interdependence which assists in the solution of shared problems. Mr Baxendale sees the involvement as a real planning authorities.

strength which underlines the institution's cohesive functions between what may seem disparate disciplines. The environment is likely to loom large in the minerals division's affairs over the next few years. There are real shortages of sand, gravel and aggregates and their mining could bring consumer demand into sharp conflict with the planning authorities.

**Consultant Surveyors
& Property Agents
Auctioneers & Valuers
of
Plant & Machinery**

**EDWARD SYMMONS
& PARTNERS**

56/62 Wilton Road, London SW1V 1DH
And at Manchester and Nottingham

Tel: 01-834 8454

50 years service to the farming industry

- 5-30 year loans on first mortgage
- Fixed and variable interest rates
- Choice of repayment methods

Write or phone for brochure
THE AGRICULTURAL MORTGAGE CORPORATION LIMITED
Bucklersbury House, 3 Queen Victoria Street, London EC4N 3JH
Telephone: 01-248 6711

**PLASMARC
TOILET CUBICLES**

Were specified by
Hofe Judd Group Practice
for the new
R.I.C.S. OFFICES

PLASTICS MARKETING COMPANY LTD.
ROUNSELY RD, DUNTON GREEN, SEVENOAKS
Telephone: Sevenoaks (0732) 51341
& 01-236 1465

RAFFETY

Chartered Surveyors
The Buckinghamshire
ESTATE AGENTS
High Wycombe 21234
Aylesbury, 25552
Princes Risborough 4422
Amersham 5636
Beaconsfield 5432
Gerrards Cross 85144
Farnham Common 2436
Marlow 6521
Consulting Rooms in London

Stiles Horton Ledge

Surveyors and Estate Agents
in the South

6 Pavilion Buildings, BRIGHTON
(0273) 21561

And at
CRAWLEY EASTBOURNE HOVE WORTHINGTON

Whiteheads

Professionals in Property.

For nearly 80 years Whiteheads have been advising peoples of West Sussex and East Hampshire aspects of property disposal and management in Residential, Commercial or Agricultural. If your problems include Town Planning, Rating, Taxation, Compulsory Purchase, Insurance of Buildings, Chattels, Valuation or Building Design we can help. TWENTY OFFICES IN THE SOUTH.

please enquire at
52 SOUTH STREET, CHICHESTER Tel. 0243

WELLS CUNDAL

SURVEYORS & VALUERS

13/14 BOWLALEY LANE, HU
AND OFFICES ON
HUMBERSIDE AND IN NORTH YORKSHIRE

**MM B MESSENGER MA
BAVERSTOCK**

CHIDDINGFOLD, SURREY

EXQUISITE XVIII CENTURY PERIOD COTTAGE near village
Main Line Station 2 miles (Watlington 1 hour)
3/4 beds, 2 baths, gas central heating, 2 garages, 1st
93 High Street, Godalming, (04886) 7222

**EDWARDS
BIGWOOD
& BEWLEY**

PARKSIDE HOUSE
52/53 BRICK ST, LONDON W1V 7DU
Tel: 01-499 9652

78 COLWINE ROW
BIRMINGHAM B15 2BB
Tel: 021-236 6477

Offices also at: Railway & Shipyard
Industrial & Retail Consultants
Auctioneers & Estate Agents
Surveyors, Valuers & Land Agents
Licensed Property Valuers - Plant & Machinery Valuers

**PLASTER
LIMITED**

Corrosion Control
Cement Mortar
Etc.

FERROUS PLASTERING

43 London Rd Hingston
Tel: Sevenoaks 6255
(Worthington)

Congratulations to the
Royal Institution

**WHEATCROFT
L.V. & SONS**

Chartered Surveyors

39 Dale Rd, Matlock,
Derbys. G62 4591

"THE COMPLETE
PROPERTY SERVICE"

Structural Steels
for R.I.C.S.

12 Gt. George St

Fabricated on
Erected by

**KNIGHT &
BUTLER LIMITED**

CROWHURST RD
WORKS

LINGFIELD, SURF

Tel.: (0342) 8321

My advice is: buck the fashion

Mr John Edwards was time and energy to his profession—and he equally clearly enjoys it. Questioned about the problems of beef year and brought an early attitude to its affairs. Now 36, he was educated at Wyeciffe College and served articles with a Worcester surveying practice. He joined his present firm, King Miles & Co, in 1961 and became a partner in 1964. The firm has a head office in Bristol and eight other offices in Avon and North Somerset straddling some good agricultural land. Mr Edwards is also managing director of the Avon Livestock Auction Co.

Apart from occasional sorties into rugby—he says he still plays geographically—and fishing and sailing off Blackney on the Norfolk coast where his family lives, he clearly devotes most of his



they would give better support than they do." Mr Edwards is working on the problem. He believes that everything comes to those who work—eventually—and he is clearly irked that too much is going to those who do not. "I believe in human nature—and that's what colours my judgment, even professionally. If I am asked whether I believe in state control of farming, I go for the one that runs with human nature—and that must mean freedom as opposed to a bureaucracy. He works hard to understand the policies and politics which affect farm prices although he makes the point that the EEC has not caused the problems that was predicted. "Farmers still do not understand the Treaty of Rome," he said, "but prices are altered by the common cotton on. Country folk are financially very aware, even if they do not properly understand why—so I have to do my homework or be caught out."

The Common Agricultural Policy has had its impact and there is, in Mr Edwards's view, tremendous frustration within the agricultural community that the EEC promised so much and has delivered so little. "But it is not this division's function to play politics—we are based on professional advice to the NFU and CLA."

"Our stance is our duty to agriculture, to the public and to our members. We have a view, of course, but it is based on professional and service considerations. We will forecast the consequences of particular policies—it is not our job to promote or deny them."

The division's 5,000 members are, of course, thinly spread. There are no concentrations of members as there are in urban surveying or quantity surveying. "Our membership is dispersed and communication is a problem. But I believe that if members realize how representative of their total interests the divisional council has become,

and cull cow production—in fact, the beef industry in this country relies to some extent on dairy farming. In a sense, the dairy farm is a mixed farm—there are so many ways to hedge your bets. Specialization means facing the hazards of a bad year."

Mr Edwards is sorry that most members of his division take no part in its affairs. On the occasion of the unification of the three chartered bodies in 1970, there was real opportunity to weld the several interests into one. "I believe the opportunity was lost," he says, "and there has been some disenchantment. What members may not realize is the divisional council has been broadened considerably and is now representative of all of the several interests."

The range of skills provided by the land agent and agricultural surveyor to those involved in the agriculture industry is comprehensive. To the uninitiated, the emphasis seems invari-

Men putting the world on the map

Land surveying is man's metric machine operator and contributing to the Airborne Profile Recorder project. In 1960 he spent three months at ITC Delft, in Holland, the land surveying educational centre. From 1960 to 1963, he was Fairley's chief surveyor, responsible for all field work carried out by the company. During this period, he spent a year in East Pakistan in charge of field control for a 3,500 sq mile mapping project.

The next six years found him as survey manager, responsible for all surveys and mapping undertaken by the company and he was appointed director in 1969. Now he is managing director and, at the same time, survey and production manager, responsible for all survey, mapping, flying and photographic operations. Mr Scott is 46, married with two daughters—and he finds time for some gardening, theatre and golf.

Fairley's staff of 200 includes about 25 land surveyors—the rest are cartographers, technicians, laboratory staff, research workers, machine men and support staff. The company has three aircraft and a mass of geophysical and data recording instruments which make it a capital intensive operation. Working closely with associated specialists, the company can offer induced polarization, gravimetric, seismic refraction and electrical resistivity surveys as well as geological mapping, photogeology, geochemistry and mineral beneficiation.

It is hardly surprising that brother surveyors regard land surveyors as rather tough intellectuals and something apart from the usual run. And yet the land surveyors offer the traditional surveying image—the man with the theodolite and the black, white and red measuring pole. All this is a far cry from satellite surveying which is, in turn, a long way from the estate agents, project managers, planners, quantity surveyors and valuers who make up the majority of chartered surveyors around the world.

"We nevertheless value our membership of the RICS," Mr Scott says. "It provides a central institution and a chance to meet our fellows in associated disciplines. It is akin to a club where we can share specialist expertise."

Mr Wainwright sees enormous benefits in strengthening members' interests in his division's work. "History," he says, "shows how the profession in agriculture was created. It was drawn from opposite sides of the agricultural fence. The professional part of the 750 public officers, 550 resident land agents, 2,250 in private practice and 450 others."

Half of those in private practice are livestock auctioneers and are therefore an important part of the profession—but, historically, their interests are not the same. "Now, of course," Mr Wainwright says, "these interests are the same—for the benefit of British agriculture. There is a great commonality of interest on the major issues and there is benefit in cohesion as there is danger in divisiveness. I see the division as the one single body serving all levels and interests in the industry."

Criticism of the land agent's function and his alleged self-interest in high prices brings a sharp retort from Mr Wainwright. He wrote recently in the *Chartered Surveyor*: "Only the client can determine the financial and other criteria by which he decides whether or not to purchase. Will it grow hops, carrots, beef or pears? Is there a view? Has it a lake? Will it yield five or 10 or 1 per cent? These are client decisions or factors on which the client bases his decisions. There is an old adage that surveyors do not make the market, they observe it."

This, Mr Wainwright maintains, is still fundamentally true.



Land is raw material. of most wealth

"My own firm's workload is 80 per cent overseas. Admittedly, in normal circumstances, we expect 50 per cent home-based work but the development recession has changed the proportions somewhat. Even 50 per cent overseas work means halving the number of land surveyors who can attend meetings and otherwise contribute to professional society activity."

The level of advancement of land surveying techniques is likely to go higher. The development of digitalized mapping on which the Ordnance Survey has done much experiment, is seen as a real need for the future. But Mr Scott feels that there is no real alternative to the present systems by land surveyors. His company's brochure sums up his views: "Land is the raw material of nearly all wealth. But neither the development nor the administration of any plot of land can be planned economically, or carried out efficiently, without a complete and accurate knowledge of its size, its boundaries and the various natural and artificial features it contains."

Industrial & Commercial Auctioneers, Plant & Machinery Valuers, Loss Assessors, Estate Agents, Rating & Compensation Surveyors, Development & Location Consultants

Edward Rushton Son & Keyson

10 Carlos Place, Grosvenor Sq, London W1Y 6HA, Tel: 01-493 6787 Kings Court, Exchange Street, Manchester M2 3AX Tel: 061-834 1814. Also at Birmingham, Dublin, Sydney and Melbourne. Associations in Europe, Asia and Australasia.

Observers, not makers, of the market

The range of skills provided by the land agent and agricultural surveyor to those involved in the agriculture industry is comprehensive. To the uninitiated, the emphasis seems invari-

bly on sales, acquisitions and letting—but the service extends to advice on the use of land, crops, stock, buildings and marketing.

The new elegance of the RICS headquarters building is a far cry from down to earth farming advice but suits many of the jobs which Mr Richard Wainwright's Land Agency and agriculture division now has to do. "We have given evidence to the Northfield committee after a careful survey among members," he says. "Basically, we believe in a free market—no controls on who buys or how much he buys—as may be applied in other EEC countries. We have a committee sitting on the problems of farm rents—certainly the hottest issue we have."

Mr Wainwright is not too worried about reports of foreign buyers eyeing the best British agricultural land. Many are looking, but very few buy. Nor is he worried about heavy institutional buying of farmland. The pension funds and other financial institutions have a far better capacity than most private owners to invest in improved farm buildings and they have a responsible attitude to management. "Unsurprisingly," Mr Wainwright comments, "I would be concerned if institutions managed farms directly by installing their own farm managers. Farming is done best as a personal business."

Mr Wainwright manages his own small beef farm at Chalvington, near Lewes, as a personal business in addition to his partnership in Strutt & Parker. Born in 1934, he was educated at Aldenham School, Elstree, and trained at the Royal Agricultural College, Cirencester. He joined Bush & Co, chartered surveyors of Lewes in 1956, qualified as a chartered surveyor in 1959 and became a partner in Strutt & Parker 10 years later. Taking an active part in RICS affairs, he has served as the honorary secretary and, later, chairman of the Sussex junior branch. In May, 1975 he was elected chairman of the Sussex county branch of the RICS. He was elected president of the Land Agency and Agriculture Divisional Council in July last year.

His division's primary concern is to assemble comments on the 30-year-old legislation which covers agricultural holdings. There

are many things wrong with the present statutory basis of the gaming status of need amendment and codification. But the politics of agriculture are unlikely to find in Mr Wainwright a champion on either side.

"We will say what is right or wrong with a particular policy—take an objective professional view based on a wealth of experience. We would be unlikely to take any initiatives to force change—and certainly we do not seek piecemeal tampering with existing legislation," he explains.

Mr Wainwright sees enormous benefits in strengthening members' interests in his division's work. "History," he says, "shows how the profession in agriculture was created. It was drawn from opposite sides of the agricultural fence. The professional part of the 750 public officers, 550 resident land agents, 2,250 in private practice and 450 others."

Half of those in private practice are livestock auctioneers and are therefore an important part of the profession—but, historically, their interests are not the same. "Now, of course," Mr Wainwright says, "these interests are the same—for the benefit of British agriculture. There is a great commonality of interest on the major issues and there is benefit in cohesion as there is danger in divisiveness. I see the division as the one single body serving all levels and interests in the industry."

Criticism of the land agent's function and his alleged self-interest in high prices brings a sharp retort from Mr Wainwright. He wrote recently in the *Chartered Surveyor*: "Only the client can determine the financial and other criteria by which he decides whether or not to purchase. Will it grow hops, carrots, beef or pears? Is there a view? Has it a lake? Will it yield five or 10 or 1 per cent? These are client decisions or factors on which the client bases his decisions. There is an old adage that surveyors do not make the market, they observe it."

This, Mr Wainwright maintains, is still fundamentally true.



are many things wrong with the present statutory basis of the gaming status of need amendment and codification. But the politics of agriculture are unlikely to find in Mr Wainwright a champion on either side.

"We will say what is right or wrong with a particular policy—take an objective professional view based on a wealth of experience. We would be unlikely to take any initiatives to force change—and certainly we do not seek piecemeal tampering with existing legislation," he explains.

Mr Wainwright sees enormous benefits in strengthening members' interests in his division's work. "History," he says, "shows how the profession in agriculture was created. It was drawn from opposite sides of the agricultural fence. The professional part of the 750 public officers, 550 resident land agents, 2,250 in private practice and 450 others."

Half of those in private practice are livestock auctioneers and are therefore an important part of the profession—but, historically, their interests are not the same. "Now, of course," Mr Wainwright says, "these interests are the same—for the benefit of British agriculture. There is a great commonality of interest on the major issues and there is benefit in cohesion as there is danger in divisiveness. I see the division as the one single body serving all levels and interests in the industry."

Criticism of the land agent's function and his alleged self-interest in high prices brings a sharp retort from Mr Wainwright. He wrote recently in the *Chartered Surveyor*: "Only the client can determine the financial and other criteria by which he decides whether or not to purchase. Will it grow hops, carrots, beef or pears? Is there a view? Has it a lake? Will it yield five or 10 or 1 per cent? These are client decisions or factors on which the client bases his decisions. There is an old adage that surveyors do not make the market, they observe it."

This, Mr Wainwright maintains, is still fundamentally true.

SURVEYORS SINCE 1773



Herring Son & Daw

Chartered Surveyors
26/28 Seckville Street London W1X 9QL
01-734 8155

ROSKEL

are proud to be associated with the refurbishment of the RICS Headquarters

DEMOUNTABLE

OFFICE PARTITIONS

and

ACOUSTIC CEILINGS

Supplied and erected by

ROSKEL PARTITION CO. LTD.
ROSKEL CONTRACTS LTD.

Maple Works
35 Whitton Lane, Hounslow
Middlesex TW3 2JN
Telephone: 01-894 2228

37-43 Camden Street
Birmingham B1 3BP
021-236 9401

Chestertons Chartered Surveyors

75 Grosvenor Street London W1X 0JB
01-499 0404 Telex 8812560

and in the City of London
Kensington • Hyde Park • Little Venice • Chelsea

COLLEGE OF ESTATE MANAGEMENT

(Incorporated by Royal Charter 1922)
Patron: Her Majesty The Queen

Education for the Profession

*For the student the College provides postal course tuition for the examinations of the RICS

*For the practitioner the College's Centre for Advanced Land Use Studies provides a programme of courses in all aspects of land use and development

*The College also carries out research projects of practical value to the profession

*The College produces a wide range of publications arising from these three educational activities

WHITEKNIGHTS READING RG6 2AW TELEPHONE (0734) 361101

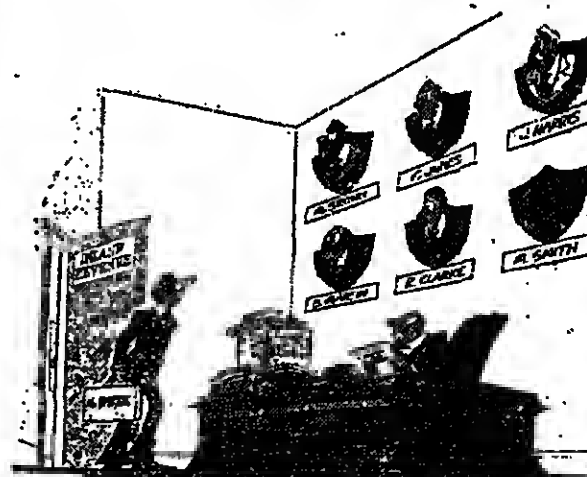
Harold Williams Bennett & Partners

Chartered Surveyors
National Commercial Real Estate

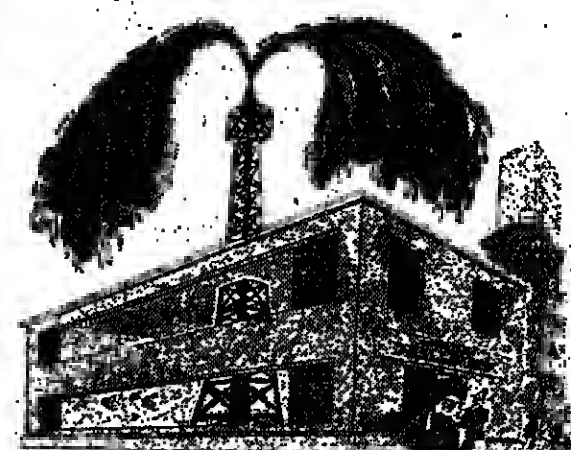
Valuation • Agency
Estate Management
Investment • Rating
Compensation
Licensed Property

Investments Required and
Funding Available from
Major Pension Fund Clients

78 Buckingham Gate, Westminster, S.W.1
01-222 4477
and at Croydon, Redhill, Reigate and Merstham



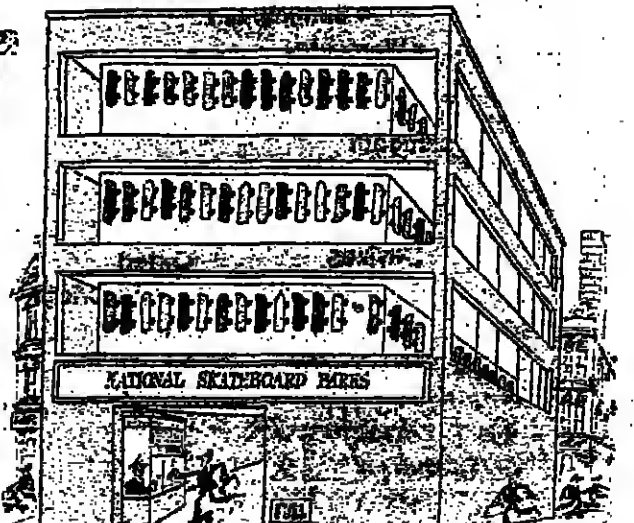
Should a Rating Surveyor negotiate with the Inland Revenue about your rating assessment, or would you prefer to?



How much faith should you put in last year's property valuation?



Property management hasn't got any easier this year.



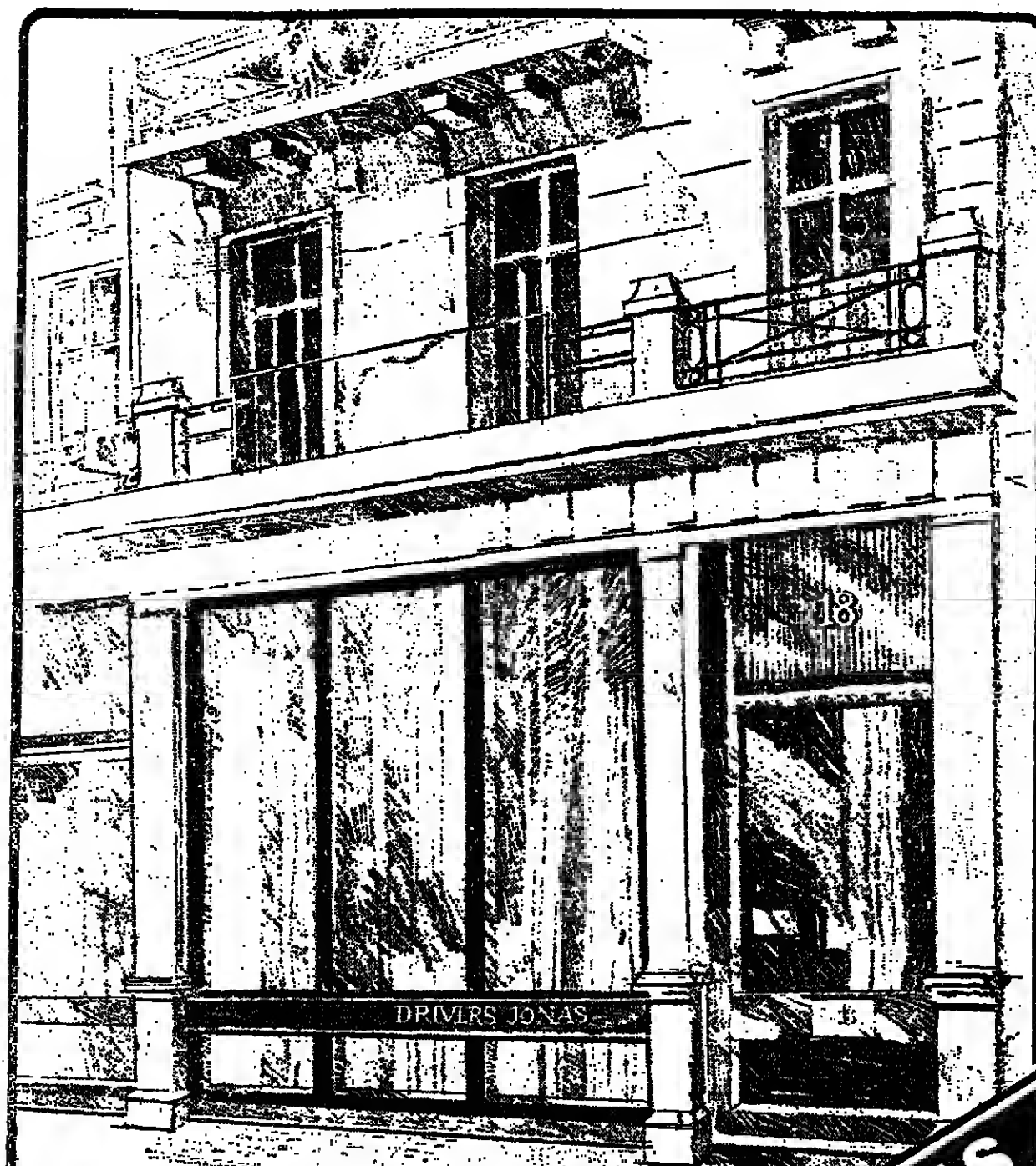
Will today's property development decision be right for tomorrow?

Take your problems to professionals like

St Quintin
Son & Stanley

Vinty House, Queen Street Place, London EC4R 1ES.
Telephone: 01-356 4040, Telex: 8812619
and at 1a Park Place, Leeds 1. Telephone: 0532 460235

Surveying, Valuation and Estate Agency
Services for Commercial and Industrial Properties for nearly 150 years.



...and there's more to us
than meets the eye.

DRIVERS JONAS

Chartered Surveyors Planning Consultants

DRIVERS JONAS
18 Pall Mall, London SW1 9NF 01-934 9731

**Our Chartered Surveyors
Provide Professional Expertise
Nationwide...**

Acquisitions
Agency
Asset Valuations
Auctions
Building Finance
Building Surveying
Compulsory Purchase
Country Houses
Development
Equestrian & Sporting
Farms & Estates
Finance
Forestry
Industrial
Investment
Land Surveying

Lease Renewals
Lettings
Offices
Overseas
Project Management
Property Management
Rating
Rent Reviews
Residential
Rural Management
Sales
Shops
Surveys
Town Planning
Valuation

BERNARD THORPE
S. PARTNERS
London Office 1 Buckingham Palace Road, London SW1
Tel 01-834 6890. Telex 8613389

Paris

Valuable lessons from precincts

A development surveyor is a creative animal, according to Mr John Walshe, the managing director of Grosvenor Estate Commercial Developments. The definition is an unusual one, as few surveyors mention creativity when asked to define their functions.

Mr Walshe left Wellington College to take up articles with an estate agent in Guildford. Qualifying in 1954, he did National Service in the army, "earth moving in Malaya" with a rifle slung across his back. He returned home and worked for an insurance company in the City—before joining the Colonial Service, which sent him to Kenya in 1958 as a rating valuation surveyor to the Kenyan Government.

He left Kenya in 1962, just before independence was granted, and returned to the United Kingdom to work for AEI Cables as a general practice surveyor. From there, he joined Grosvenor-Lain, which had begun the construction of the first Grosvenor shopping centre development—the Chester precinct—in 1964. He assisted Kenneth Eyles with the project, managing that centre.

From that point Mr Walshe became a development surveyor dealing with property development. "It was challenging, stimulating and, above all, creative to achieve the completion of the Chester precinct," he says. "Development is a job

which constantly changes and from which you constantly learn valuable lessons. Chester pioneered the way towards building other shopping centres and the development of the Runcom shopping city added to that experience.

"Times have changed—though I know that is a hackneyed phrase. When we were in the process of building the Chester precinct, words like environment and conservation did not exist in the way they do now. As responsible developers (and I believe we were and are responsible) we built, adapted or converted with these considerations in mind. It was commonsense to do so. Now, everyone seems frightened of two words of which responsible developers have always taken account."

Mr Walshe is the last man to suggest that Grosvenor developments should build only what the property world thinks it should build. "I believe in one job teaching a development surveyor about another. We have built six covered centres in the United Kingdom, have another under construction, and one or two more in negotiation, but we have also built offices and factories in the provinces. Shopping centres might be the prima donna of the company but smaller developments are equally valid."

The ability to adapt to quickly changing patterns is

one of the functions of a development surveyor. Another important element in his job, in Mr Walshe's eyes, is management: not the day-to-day management of a shopping scheme but the tactical, patient, often complex yet satisfying management of the entire output of a team of building industry professionals. "He means architects, surveyors, quantity surveyors, lawyers, engineers, estate agents and contractors—all of whom are vital to the development process."

"Creating an end product from nothing means that the development surveyor must handle multi-professional individuals and do his job properly. As a developer, he tends to receive advice from those he trusts and then acts swiftly upon it, either as a principal or as the project managing member of a partnership."

Mr Walshe, a member of one of the youngest RICS divisions, the planning and development division, formed only two years ago, sums up his philosophy of development surveying: "It must be one of the most satisfying, creative and productive jobs in the profession."

Estate agents' quest for standing

Mr Roger Rafferty is the chairman of the Estate Agents Committee, part of the framework of committees under the General Practice Divisional Council of the RICS. Mr Rafferty has always been busy on institution affairs. He was already deeply involved before unification and now, with the interests of 12,000 members to represent and safeguard, he serves his committee, his division, the Council, and the General Council. And his committee is still some way to go.

To his firm he and his partners insist on there being a chartered surveyor in charge of each office. There is no alternative in his and his partner's view, to the professional background which the institution qualification provides. He and his committee have taken seriously the matter of branch liaison. In estate agency, there are far greater concentrations of members in the major cities than exist in most other branches of the profession. There are some topics of burning interest which members want to discuss and the committee has learnt a lot about members' views through branch visits.

There is great rapport with other divisions and committees of the institution—on professional practice and discipline, for example. His committee has a working party which meets regularly with a working party of the Incorporated Society of Valuers and Auctioneers to discuss common problems. Mr Rafferty and his com-



mittee fully support the Brian Davies private member's Bill on the control of estate agency. They seek for the RICS proper representation on the advisory committee which John Fraser proposes shall be established. There are some doubts in Mr Rafferty's mind about the Bill. He believes that appeals against administrative decisions which affect an agent's livelihood should be directed towards the judiciary rather than another administrative tribunal.

The committee is publishing books and guidance on estate agency practice. "If our members follow the advice we give, they will attract rather less odium over such things as gazumping. Most people believe that gazumping is the agent's fault. In fact, it is the client who makes the decision—all we can do is to explain to the client, the vendor, what his obligations are."

Many estate agents are involved in residential management. There is a new social awareness, he says. "I believe that we are no longer just the landlord's men to collect rents. We care for the fabric of buildings and we try to help tenants with their rent and other problems. There is a new advance, too, in the equipment we use."

Public eye keeps a close watch

Land is a resource and it is finite. It has different values for different purposes, and these differences underline the differences between private sector and public sector valuers. But the similarities are at least as strong—the training and techniques are the same and values often switch from the public to the private sector and vice versa.

Mr Dick Luff is a local authority valuer, and city surveyor to the corporation of London, since 1975. Aged 50, he has served local government in valuation since 1949.

His service to the RICS is prodigious. He is a member of the general council, a member of the general practice divisional council, deputy chairman of public affairs, a member of the land policy committee and chairman of the valuation and rating committee.

He is also a senior vice-president of the Association of Local Authority Valuers and Estate Surveyors and a member of its executive committee.

He lives in Summingdale, follows cricket, collects antique furniture and enjoys lecturing and writing about this latter subject.

Mr Luff underlines the similarities rather than the differences between valuers on the opposite sides of the fence.

"Local authority valuers," he says, "tend to make their calculations on a much tighter basis. There is a scrutiny built into the public sector system and the local authority valuer—indeed any public sector valuer—knows that their work will be a check on this work."

"Much of what he does could become a notifiable transaction which is checked by the Inland Revenue. If his work is wrong or badly based, there could be a report to his authority or other public sector employer. The brake of public accountability can also be applied to the salaried valuer employed by one or other of the big financial institutions."

The valuation and rating committee is collectively very keen and has spawned a number of working parties. A group is considering the future of the valuation surveyor and a report on its work—described by Mr Luff as significant to both public and private sectors—should be published in 1978.

Another group has recently produced a report on valuation techniques clarifying some of the misty areas where updating was necessary. The basis of residual valuations, cost benefit analysis and discounted cash flow have all been dealt with in the report.

Through its valuation and rating committee, the RICS made a great contribution to the debate on standards. Another working party is being set up to consider in what other valuation areas it might be appropriate to publish a standard of practice.

Mr Luff says that no one need be frightened of these standards although he might be prepared to pay for valuations to the new standards.

In which case, he argues, "we must find another way of describing big subjects affecting almost every surveying function, at the core of all surveying work—restricted value activity."

London

Jeremy Wilson DFC FRICS
Henry Douglas-Pennant BA FRICS
Tony Harris FRICS
Robert Dean B.Sc FRICS
Bertie Dowden FRICS FRVA
George Inge FRICS
Peter Oswald FRICS
Mike Treays FRICS
Tim Simon ARICS
Nigel Kingscote
Francis Holdsworth Hunt
George Buckingham FRICS FIARh
David Mitchell ARICS
Rex Le Poidevin FRICS
Clem Watson ARICS ARVA
Alan Salisbury ARICS
John Thorpe FRICS
Geoffrey van Outsem ARICS
Ken Pollard FIARh
Guy Galbraith ARICS
Robert Brown ARICS
Stephen Colton ARICS

Lincoln

Peter Wilson MA FRICS
Derry Patmore ARICS

Norfolk

Martin Freeth FRICS
Ben Blower FRICS
David Grapes NDA
Simon Pratten FRICS
Hubert Spalding FRICS
George Eve FRICS
Philip Godsal ARICS

Essex

Henry Savill BA FRICS
Ivan Egerton-Green FRICS
Alan Jordan FRICS
David Hobday FRICS
John Gibson B.Sc FRICS
Nigel Williams FRICS
Anthony Clifton Brown B.Sc FRICS
Richard Marshall FRICS
Ian Bisset B.Sc ARICS

Wimborne

Jim Thompson FRICS
Bill Humphreys BA FRICS
Eric Malcolm FRICS
Christopher Panes FRICS
Antony Lumby FRICS
Harry Groomie ASVA
James Webster B.Sc ARICS

Banbury

Robin Thistlethwayte FRICS
Michael Stourton FRICS
Ian Quiney FRICS
Gerard Hoare NDA DIP. MANT
Oliver Langdale ARICS
Ian McConnell ARICS
Ray Gasson NDA

Salisbury

David Barke FRICS
Leicester Le Sueur ARICS

Consultants

Jim Eve MA FRICS
Cecil Feilden MA
Michael Litton MA FRICS
Edward Pratt FRICS
Francis Taylor CBE FRICS
Richard Webster OBE FRICS

Director of Administration

Ronald Borne OBE FCA ACMA

SAVILL

The complete property service
20 Grosvenor Hill, Berkeley Square, London W1X
Tel 01 490 8644 Telex 288796

Banbury Beccles
Chelmsford Colchester Croydon Fakenham
Hereford Lincoln Norwich Salisbury Wimborne
Paris & Amsterdam
Associates in Scotland, Represented in Guernsey

ASHENDENS
Chartered Surveyors
Auctioneers, Valuers
and Estate Agents

Ashford (0233) 24315
Casterbury (0227) 45527
Dover (0304) 201806
Lymington (0303) 862177
Maidstone (0422) 54162
Sittingbourne (0795) 23148

A quiet thank you
to the RICS
for using our
services
Selectagaze
double glazing

Construction
Maintenance-free, extruded
aluminium alloy.
Anodised satin finish to
10microns. Colours
on application.

Inner Frame
Fitted with heavy-
gliding nylon shoe
and nylon wheel on
stainless steel pin. Rot-
proof woven nylon pile
seal reduces air, dust and
moisture intrusion. PVC
gaskets seal firmly in
4, 5 or 6mm glass and
simplifies pane replace-
ment. Centre meeting
rails interlock and are
double pile sealed.

Outer Frame
Exceptionally
strong flange section for
absolute rigidity. Per-
fectly milled corners
fastened with stainless
steel self-trapping screws.

Selectagaze Limited Sutton Road St Albans Hertfordshire AL1 5LS Telephone 64345